

CHEMIST & DRUGGIST

the newsweekly for pharmacy

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prescriptions

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**Rpm: final
Order on
medicines**

**OBE award
for Council
member**

**Record profits
achieved by
Sangers**

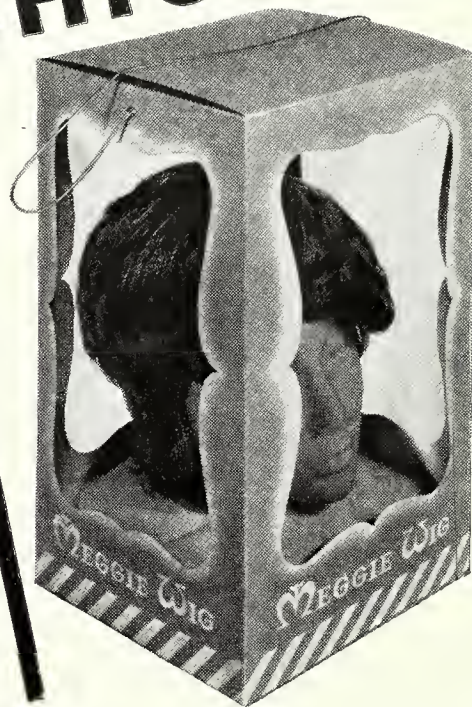
**A steady
return from
razor blades**

**Cussons and
Christmas 1971**

MEGGIE WIGS



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CHEMIST & DRUGGIST

112th year of publication Vol. 195 No. 4763

The newsweekly for pharmacy

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Editor Arthur Wright, MPS, DBA
Deputy Editor R. E. Salmon, MPS
Markets Editor W. S. Bowman, MPS,
MIPharmM

News Editor Stephen Hatcher

Technical Editor
P. J. Merry, BSc, MPS

Information Services I. H. Cotgrove

Price List D. J. Davis

Design Ian Stuart

Advertisement Manager James Lear

Advertisement Executives
J. Foster-Firth, MPS
D. P. Peevers

Classified Advertisements John Thelwell

Production K. Harman

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Scottish office
74 Drymen Road,
Bearsden, Glasgow
041-942 2315

North East office
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The Headrow, Leeds LS1 8DF
Leeds 22841

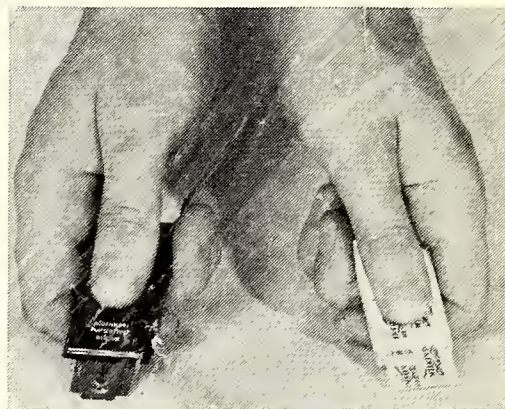
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Contents ©

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A Benn Group Journal



You won't make a fortune from razor
blades . . . but they are steady sellers
just the same (see p 775)



Now! Restoria oil-free lotion

Say Goodbye to Grey Hair with Restoria! You can now get Restoria as a new oil-free lotion as well as a cream dressing. Both cost the same just £1.30 for up to three months supply. And both bring back natural-looking colour to your hair in 2 to 3 weeks. So gradually that even your friends

won't notice you're using anything. They'll just remark on how young you're looking. Restoria also conditions your hair, keeps your scalp and hair healthier. Perfect for men and women, the new Restoria oil-free lotion in a sleek lightweight plastic bottle is available in chemists and department stores. Get some today, and start looking years younger.

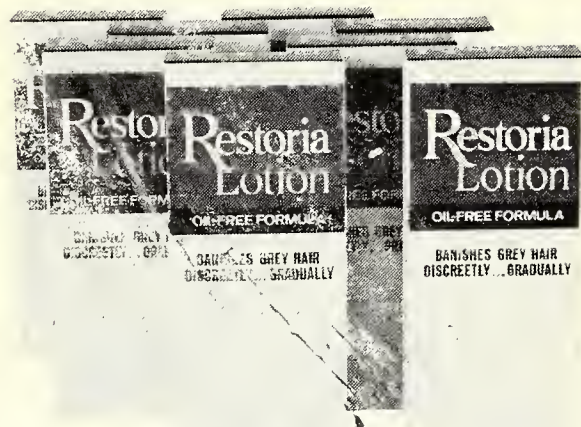


Restoria

Banishes grey hair,
discreetly, gradually.

This advertisement will make sure your customers know about new Restoria oil-free lotion. It will be appearing in all the big national dailies and Sundays.

So now, there's the best of both worlds for your customers: Restoria hairdressing and new Restoria oil-free lotion. It's a winning double for you too!



Great...

going...

gone!

July 1 date for licensing regulations

Regulations under the Medicines Act 1968 are about to be made by the Health and Agriculture Ministers, prescribing the particulars to be given by applicants for licences to market new products and by applicants for manufacturer's and wholesale dealer's licences.

Another Statutory Instrument will set the standard provisions to be included in such licences. All three Regulations will come into force on July 1.

Departments are at present consulting representative bodies about the dates for implementation of the new arrangements. It is expected — as forecast in the *C & D* last week — that statutory licensing of new products will apply from September 1 and that other provisions will come into force in the first half of 1972.

Copies of a short guide to the new system can be obtained free of charge from the Department of Health and Social Security, Medicines Division, Finsbury Square House, 33 Finsbury Square, London EC2A 1PP (telephone, 01-638 6020) or from the Ministry of Agriculture, Fisheries and Food, Government Buildings (North block), Leatherhead Road, Chessington, Surrey (telephone, Epsom 28661).

Applications for manufacturers' and wholesalers' licences relating to human and veterinary products will be handled at Finsbury Square House.

Licences for products for veterinary use only, animal test certificates, and inquiries of a technical nature are the province of the Ministry of Agriculture, Fisheries and Food, Medicines Unit, Central Veterinary Laboratory, New Haw, Weybridge, Surrey. Inquiries of a non-technical nature should be addressed to the Ministry at Chessington.

In Northern Ireland, animal and poultry vaccines, certain natural and synthetic hormones and organic compounds of arsenic intended for swine, may be liable to other controls or prohibitions. Inquiries should be sent to the Ministry of Agriculture, Dundonald House, Upper Newtownards Road, Belfast BT4 3SB.

No fees have yet been announced for the various licences.

Do-it-yourself pregnancy test to be launched

A "do-it-yourself" pregnancy diagnosis kit is to be launched in Britain on July 5—and has already come under attack from one of its competitors.

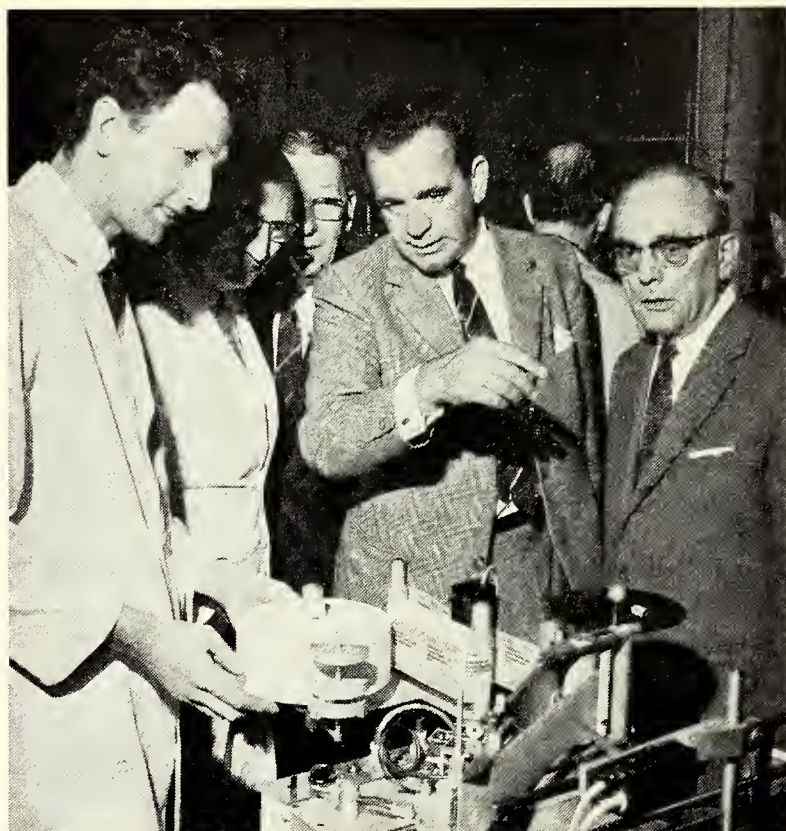
The product, Twentisec, is a colour-reaction test — those used in laboratories are generally of the latex agglutination type—which has been available in the United States for nearly two years (see p 770).

Its British launch was "broken" by the *Daily Mirror* last week, when the managing director of Global Laboratories (Universal) Ltd was quoted as saying that the married woman was entitled to find out "this important fact for herself."

Dr D. J. Lawford, a director of Pharmacy and Professional Services Ltd—who operate a pregnancy diagnosis service through retail pharmacists—told the *C&D* he had seen literature on Twentisec as sold to doctors in the US. This indicated that false positive results were likely in women taking oral contraceptives, progestational agents or clomiphene, and claimed up to 90 per cent accuracy in pregnant women and 95 per cent accuracy in non-pregnant women.

Dr Lawford warned that about 60 per cent of the samples tested by his laboratory were from women who were taking, or had recently stopped taking, oral contraceptives.

Quoting from his own experience, Dr Lawford said there were many women taking oral contraceptives who were not warned by their doctors that missed periods were possible. "They take a great deal of convincing of a negative result—what would be their reaction to a false positive?"



A group of 29 members of the Federa retail pharmaceutical co-operative association of Belgium were the guests of Evans Medical Ltd, Speke, Liverpool, last week. The party was welcomed by Dr C. H. Smith, managing director. They are seen here watching high-speed labelling equipment in operation

A spokesman for Global said that the outer pack of Twentisec warns that the product is unsuitable for those taking oral contraceptives, and the warning is repeated under "precautions" on the literature enclosed.

[Pharmacists may need to advise customers of the limitation at the time of sale—Editor.]

Global Pharmaceuticals Ltd, Edgware, Middlesex, have asked us to point out that they are in no way connected with Global Laboratories (Universal) Ltd.

Executive results in Scotland

The results of the election for the Scottish Department Executive of the Pharmaceutical Society, declared on Wednesday, were as follows:

Elected	
Morrison, R. S.	419
Mair, D. C.	409
Goodchild, J. W.	406
Meikle, Miss E. A.	375
Dunnett, J. B.	349
Galloway, J. S.	298
Not elected	
Dawson, Dr M.	296
Edwards, D.	283
Stewart, K. B.	279
Henderson, J. H.	273
Archibald, J. S.	255
Kirkwood, G. B.	254

Papers received numbered 902, sent out 2,708, invalid 1.

Council member receives OBE

Mr C. C. B. Stevens FPS, a member of the Pharmaceutical Society's Council, is made an Officer of the Order of the British Empire in the Birthday Honours list published on June 12. Mr Stevens receives the award as a member of Manchester Regional Hospital Board.

Among others named in the list are:

CBE: Jack Wheeler Barrett, director, research and development, Monsanto Chemicals Ltd; Christopher James Jackson, OBE, executive, The Distillers Co Ltd, "for services to research," Herbert William Palmer, deputy chairman, Glaxo Group Ltd.

Chemists' sales up in April

Total value of sales by chemists and photographic dealers in April was 15 per cent higher than in the corresponding month last year, according to figures issued this week by the Department of Trade and Industry.

Indices (1966=100) were:
 All retailers 118 (+15)
 Independents 112 (+11)
 Multiples 129 (+20)
 Co-operatives 95 (+10)

The figures do not allow for receipts under the National Health Service.

New moves against 'snail disease'

There is new hope for the world's estimated 150m sufferers from Bilharzia — the "snail disease."

International pharmaceutical manufacturers have a programme underway to control the disease, which gives rise to dysentery, enlargement of the liver, and other unpleasant symptoms, and furthermore radically affects the economy and standard of living in regions where it is prevalent.

One move is a massive education programme, prepared and financed by the industry, being launched in Brazil.

With a mainly illiterate adult population, children have become the communicators in families.

This has prompted the use of the comic strip technique for showing the life-cycle of the invading parasitic fluke and its intermediate stage in water snails (see picture, right).

The most difficult part of the story is to explain that the disease is not "caught" from another person but is due to unhygienic habits. 750,000 booklets have been produced in the form of 16-page coloured comics.

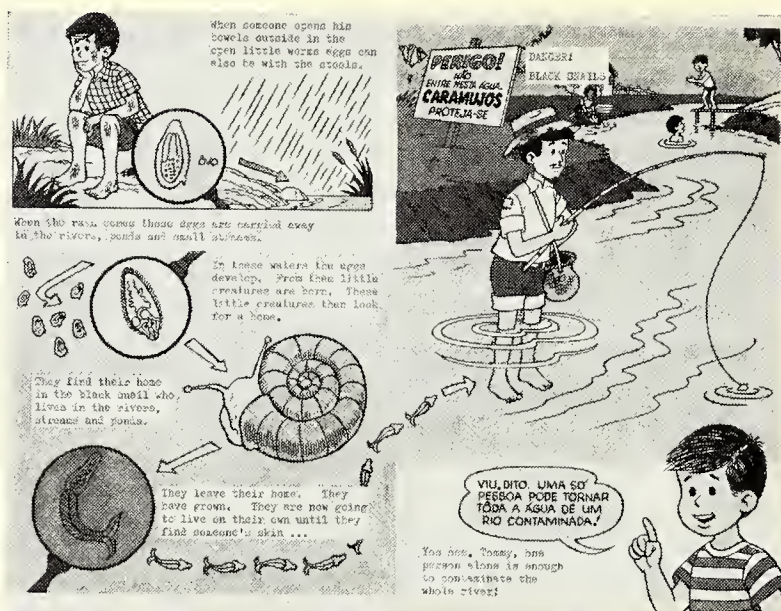
A World Health Organisation expert feels the therapeutic position today is more hopeful. Several companies now market products to treat the disease and CIBA Laboratories have recently introduced a new one.

Together with health education programmes, the use of molluscicides and sanitary-improvement schemes, the disease may gradually be eradicated from all the areas it affects, not only in Brazil, but Africa, the Middle and Far East and the West Indies.

Safety razor sales down

The total value of sales of complete sets of safety razors in the first quarter of 1971 was, at £439,600, 24 per cent down on the corresponding quarter of 1970. Sales for export 10 per cent lower.

Total value of sales of stainless steel safety razor blades in the first quarter was 5 per cent down on a year earlier, but export sales were up by 8 per cent. Sales of other blades were up by 16 per cent in the home market and by 18 per cent for export.



RPM on medicines: Order published

The full list of medicines and related goods to which resale price maintenance may be applied has been published by the Registrar of Restrictive Trading Agreements.

Publication of the list follows the decision of the Restrictive Practices Court in June 1970 to exempt such goods from the Resale Prices Act ban on the maintenance of minimum resale prices. It is only the second list published.

The list of exemptions is as follows (Brussels Nomenclature heading numbers in parenthesis):

Goods exempted

Goods within the following classes, being products marketed under brand names and excluding products suitable solely for veterinary use:

Malt extract, whether or not mixed with cod liver oil (19.01, 21.07)

Vitamin preparations and nutritional food additives for human consumption (21.07)

Anaesthetics; drugs prepared for use as adjuncts to anaesthesia; ether and diethyl ether solvents (29.02, 29.08, 29.15, 29.23, 29.24, 29.25, 29.42, 38.19)

Sulphonamide powders (29.36)

Enzymes, being preparations of hyaluronidase, trypsin or chymotrypsin (29.40)

Antisera; microbial vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products (30.02)

Medicaments (30.03)

Tulle dressings medicated for human use (30.04)

Opacifying preparations for x-ray examinations (30.05)

Contraceptive creams, jellies, pessaries, foaming tablets and oral tablets (38.19)

Goods not exempted

In the tenth list of goods for which an exemption order has been refused are the following:

Senna pods (12.07)

Goods within the following classes, being either products not marketed under brand names or products suitable solely for veterinary use:

Malt extract, whether or not mixed with cod liver oil (19.01, 21.07)

Vitamin preparations and nutritional food additives for human consumption (21.07)

Anaesthetics; drugs prepared for use as adjuncts to anaesthesia; ether and diethyl ether solvents (29.02, 29.08, 29.15, 29.23, 29.24, 29.25, 29.42, 38.19)

Sulphonamide powders (29.36)

Enzymes, being preparations of hyaluronidase, trypsin or chymotrypsin (29.40)

Antisera; microbial vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products (30.02)

Medicaments (including veterinary medicaments) (30.03)

Tulle dressings medicated for human or veterinary use (30.04)

Opacifying preparations for x-ray examinations (30.05)

Contraceptive creams, jellies, pessaries, foaming tablets and oral tablets (38.19)

Veterinary feed supplements and tonic foods (23.07)

Fuller's earth powder (25.07)

Petroleum jelly (27.12)

Boracic acid crystals and powders BP (28.12)

Epsom salts; Glauber's salts (28.38)

Bicarbonate of soda (28.42)

Borax powder BP (29.46)

Diagnostic, biochemical and blood-grouping reagents (including paper strips impregnated with diagnostic reagents); radio-active tracer doses for use in determining blood volume measurements (28.50, 29.40, 30.05, 38.19, 48.15); pocket test sets comprising any of the above reagents with administration equipment and accessories classified under any heading of the Brussels Nomenclature

Hydrogen peroxide BP (28.54)

Menthol flats (29.05)

Dextrose injections for veterinary use; peptone bacteriological solutions (29.43, 35.04)

Animal substances prepared for therapeutic, prophylactic or diagnostic use (30.01)

Sterile absorbable surgical haemostatics (30.05)

Oil of lavender BPC, oil of spike lavender BPC (33.01)

Detergent products specially prepared for washing baby clothes; soap-free washing tablets (34.02)

Plastic adaptors for use with self-propelled aerosol inhaling devices; plastic devices for the introduction of a medical aerosol into the respiratory tract (39.07)

Inhalers of plastic, rubber or glass; electric inhalers (39.07, 40.12, 70.17, 90.18) parts of the foregoing classified under any heading of the Brussels Nomenclature

The above lists are being published in the London, Edinburgh and Belfast *Gazettes*.

Only six more pharmacists

The number of pharmacists on the Great Britain register increased by only six in 1970—the first time the increase has fallen below 100 since 1965.

The total of 29,908, given in the registrar's annual report, includes 1,991 fellows (same as 1969) and 27,917 members.

The number of superintendents of bodies corporate fell again—to 3,506 against 3,598 in 1969. The premises register showed a net loss of 562 pharmacies, bringing the total to 12,481 (see *C&D* March 20, p 331).

The Pharmaceutical Society instituted proceedings during 1970 against 37 persons or bodies under the Pharmacy Acts and the Therapeutic Substances Act. In 1969 the total was 57.

COMPANY NEWS

Record profits by Sangers

Consolidated group profit, before tax, of Sangers Ltd, was a record £893,405 in the year ended February 28 (compared with £807,016 a year earlier). Net profit was £530,805 (£421,775).

A dividend of 18 per cent is to be paid on capital increased by a scrip issue in June last year.

Stanley Weston pay 24pc

A final dividend raised from 7 per cent to 16 per cent by Stanley Weston Group increases the total of 24 per cent for the year ended February 28 against a forecast of at least maintenance of 22 per cent.

Group profit increased to £394,451 compared with £249,684. At half way, there was a fall from £203,705 to £151,303.

After tax of £145,037 (£126,785) the net profit for the year was £249,414 against £122,899.

Optimism at Greeff

Mr Edward Barber, chairman of Greeff-Chemicals Holdings Ltd says in his annual report that he is looking forward to another successful year. (Group profit for 1970 was £471,028).

The directors are pursuing a policy designed to develop and expand the trading and manufacturing interests, says Mr Barber, and there is the assured income from Minnesota Mining and Manufacturing and an increase of £21,876 in dividend from British Titan Products.

Agfa-Gevaert integration

Dr Hendrik Cappuyns (57), chairman of the board of the Belgian half of the European group, has been appointed chairman of the whole group of Agfa-Gevaert companies.

Previously the Belgian and German boards elected chairmen from their own ranks, each being chairman of the combined board in his own

country. The appointment marks the further integration of the Group. Also, Belgium is adopting the international name of the company to become Agfa-Gevaert NV, instead of Gevaert-Agfa NV. Vice-chairman of the group will now be Dr Erich Lindemann (51), of Agfa-Gevaert Germany.

The results of the financial year 1970 showed that the group's net profit had risen by 22.6 per cent to £5.4m. Turnover rose to 16.1 per cent to £218m.

Profit advance at Rimmel

Rimmel Ltd recorded after-tax profits of £360,091 for the year ended March 31, compared with £282,516 previously.

The directors' report states that the "continuing growth in the sales of the company's products, both in the UK and overseas," gives grounds for confidence that the same rate of dividend (16 per cent, compared with 15 per cent in the previous year) will be maintained next year.

Astra sales forecast

The pharmaceutical division of Astra, the Swedish group, expects to increase its sales in 1971 by about 10 per cent excluding wholesale business — with a faster rate of expansion abroad than in Sweden itself.

During 1970, the division's sales showed a 4 per cent increase, with foreign business going up by 13 per cent.

An 'operations project' team

At Vestric Ltd, an operations project team has been formed to carry out surveys and projects connected with operational problems. It will work from Vestric's head office at Run-corn and will be under the team leadership of Mr C. D. Bell. Mr Bell takes up the appointment after a period as branch manager at the company's Stockport branch, where he is succeeded by Mr T. Coffey, assistant branch manager at Stockport since 1966.

Calor's ammonia acquisition

Calor group have reached agreement in principle to acquire the UK anhydrous ammonia interests of BP Chemicals International Ltd. The approval of the Depart-



The newly-opened wholesaling unit of Vestric Ltd, Southampton, shown here, offers 20,000 sq ft of space and allows an effective lay-out for stocking and distribution of a wide range of products. Branch manager is Mr A. W. D. Cummings.

ment of Trade and Industry has been sought. Subject to such approval, Calor will purchase Direct Nitrogen Ltd (DNL) from BP and will combine its activities with Calor's agricultural division.

Both companies are convinced that the anhydrous ammonia system of injecting nitrogen into the soil has a major contribution to make to British farming. Calor is keen to expand its role in this market, while BP Chemicals has decided to concentrate on expanding its other agricultural activities in the UK and abroad.

Anhydrous ammonia has rapidly gained widespread acceptance as a really economic and efficient nitrogen fertiliser.

CIBA-Geigy

CIBA-Geigy's takeover of a Lepetit antibiotics plant (C&D June 5, p 702) involves only the plant at Torr Annuciata, Italy. According to the annual report they have agreed to take over the "entire antibiotics plant in Torr Annuciata which will in future form one unit with our Servet plant."

In brief

Syntex Pharmaceuticals Ltd. During the trading year ended May 31 — and for the first time since the company began operations in June 1966 — the home and overseas sales of products marketed by the company exceeded £1m. Export business was particularly outstanding and now represents over 20 per cent of current turnover, say the directors.

Scott & Bowne Ltd have installed an NCR Century 100 computer at their Upper Brook Street, London, headquarters. The system will be used ini-

ally on UK order/invoice/sales report routines, to be implemented progressively during the second half of this year.

Montecatini-Edison, the large Italian chemical and pharmaceutical group, will pay no dividend for 1970 (Lire 55 gross in 1969) as gross profits of Lire 47,300m are insufficient even to cover depreciation charges fully.

Rhône-Poulenc's pharmaceutical division provided 13 per cent of consolidated group turnover, which, at Frs 1,430m in 1970, was up 10 per cent in 1969. Consolidated turnover, at Frs 11,027m, was up 8.6 per cent, but net profit fell 20 per cent to Frs 459.2m.

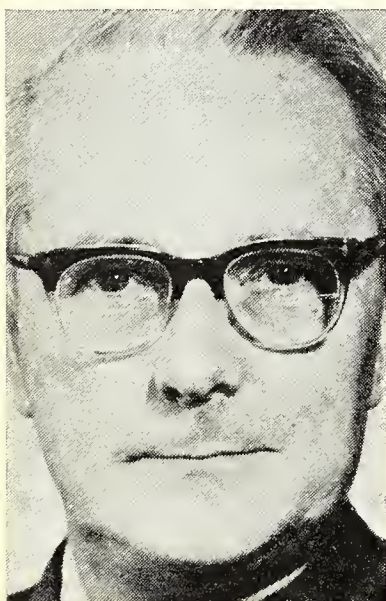
Imperial Chemical Industries Ltd: Five ICI divisions are exhibiting at this year's Poznan Trade Fair, June 13-22. In 1970 ICI sold over £2m of products to Poland. The pharmaceuticals division will feature a wide range of animal health products.

Foundation News, monthly house journal for the 13,000 employees of the Wellcome Foundation, won an award of excellence and a certificate of merit in the annual competition of the British Association of Industrial Editors.

ACF Amsterdam Chemie Farmacia NV, Amsterdam had net sales of 172.34m guilders (against 141.97m guilders in 1969). Net earnings were 6.78m guilders (5.86m guilders).

Gamma Radiation Services Ltd, a subsidiary of Abercorn General Investments Ltd, has been awarded by the Department of Health and Social Security, a two-year contract for the gamma sterilisation of medical products for the Armed Forces.

PEOPLE



Mr J. S. Cannell has been nominated president of the Society of Cosmetic Chemists for 1971/72 and is the first member of the Pharmaceutical Society to hold this office. He is chief chemist of the Warner-Hudnut-Lambert group of companies in Eastleigh, Hants.

Mr W. R. R. Elliott, MPS, of 46 High Street, Brecon, has been elected mayor of Brecon.

Appointments

Wilkinson Sword Ltd: Following the sudden death of Mr Peter Randolph, chairman, the following appointments have been made: Mr H. B. Randolph who was chairman for 37 years and was then elected president in 1966, has retired from this position while remaining on the parent board. He is succeeded as president by his son, Mr Roy Randolph, who was senior deputy chairman, and who also remains on the parent board. Mr Denys Randolph, who was formerly a deputy chairman and managing director, has been elected chairman.

NPU group: Mr W. A. G. Kneale MPS who joined the headquarters staff in May 1970, has been appointed local organisations officer of the Union in succession to Mr J. McClenahan who retired last month. Mr Kneale has also succeeded Mr McClenahan as secretary of the National Joint Industrial Council for Retail Pharmacy (England & Wales) and as secretary of the NPU Distress Fund.

Nottingham University: Dr James Crossland has been appointed professor of pharmacology. He has been responsible in the department of pharmacy for the development of undergraduate and post-graduate teaching and research in pharmacology, particularly in neuropharmacology and neurochemistry.

CIBA Laboratories: In the marketing division Mr J. E. Yarborough, B.Pharm, FPS and Mr C. P. Murphy, MPS, ANZIM, become product group managers assisted by Mr T. C. Lodge, acting product manager and Mr D. J. Jefferis, product manager respectively. Mr J. P. Curry, MPS, becomes national field manager being replaced as area manager, London area by Mr W. R. Lloyd, MPS.

Queen's University of Belfast: Dr P. F. D'Arcy, BPharm, PhD, FPS, FRIC, has been appointed to the new chair of pharmacy. Dr D'Arcy is at present the technical director of Riker Laboratories and was formerly professor of pharmacology and dean, faculty of pharmacy in the University of Khartoum. He takes up the appointment on September 1.



Dr P. F. D'Arcy

NEWS IN BRIEF

□ A delegation from the Australian Health Technology Mission is currently touring the UK as guests of the British Hospital Export Council and National Export Council.

□ A register of medical instrument manufacturers is available, free of charge, from the Scientific Instrument Manufacturers' Association, 20 Peel Street, London W8. It includes selected items of medical instrumentation.

□ During a "Don't hoard medicines" campaign held in May, more than 25 cwts of tablets were collected in the county of Glamorgan.

Topical reflections

By Xrayser

The leadership

The decision of the Council of the Pharmaceutical Society to extend the period of office of Mr W. M. Darling is one that should meet with widespread approval. He proved himself during his two years' apprenticeship as vice-president, and his first year in the Chair has been one of signal success — of hard and unremitting work, of energy and determination and of single-minded purpose. The recent Council election displayed the volume of support he carries in the country, and all who voted for him will be pleased that he is to remain President.

At his elbow, at a critical time in our affairs, he will have, as vice-president, Mr J. P. Kerr, an experienced and extremely able lieutenant, who exhibits many of the attributes of his captain — the same driving force and capacity for hard work. They deserve the confidence of the membership, and I hope it will be forthcoming. The Council has made a wise choice in its selection of two young and far-sighted officers, and I wish both every success in their endeavours in what promises to be no easy task.

The decisions of the next few years will affect the course of pharmacy for generations, and only the boldest leadership can overcome the many hazards which lie in our path. It is to our advantage that both Mr Kerr and Mr Darling are actively participating in general practice, for it is in that field that the problems are most pressing. Pharmacy will stand or fall by the course set, and a grave responsibility rests upon the whole Council and not only on its leadership.

Pharmacological information

Your correspondent, Mr R. Cottingham (last week, page 750), has been successful in his plea to the Association of the British Pharmaceutical Industry for the dissemination of pharmacological information to pharmacists who ask for it. I have no wish to belittle the efforts of Mr Cottingham. What I cannot understand is why his request should have been necessary.

One might have imagined that the information was just as essential to the pharmacist dispensing the product as to the physician prescribing it, and while there are some manufacturers who seem to recognise the value of a properly briefed pharmacist, there are many who do not. Your correspondent makes reference to educational meetings available to general medical practitioners and not to pharmacists, and that has been the subject of complaint in this column.

But the pharmacist is not in a position to use the bulk of such products until the doctor has prescribed them. It is not surprising, in consequence, if the doctor is regarded as the prime target for information and propaganda. I should have liked to see, as a result of your correspondent's efforts, a decision by the ABPI to have all the information sent to pharmacists as a matter of course and not merely in response to individual application.

Satisfactory terms

I note, from the report of the Central NHS (Chemist Contractors) Committee, that it has been agreed to advise the Department of Health that, subject to satisfactory terms being arranged, contractors would be prepared to assist with the sale of pre-payment certificates. I should have thought that such assistance would have been regarded as valuable service to the community and as such not a subject for terms of any kind.

New Money Spinner from the **Bio** people



transforms
flower petals into
sweet smelling
pot-pourri

This new product has all the sweet smelling ingredients of success—the famous Bio trademark, high quality packaging, a unique do-it-yourself idea and of course the full sales backing of pbi. It's the product for a whole new market of housewives, gardeners, children, horticultural societies, schools, women's institutes . . . if they are fond of flowers they'll **love** Bio Pot-pourri Maker.

Send now for full details of Bio Pot-pourri Maker to: Department 5A
Pan Britannica Industries Ltd., Britannica House, Waltham Cross, Hertfordshire.

Name

Address

NEW PRODUCTS AND PACKS

Prescription specialities

Three more from Concept

Clenicose, Clenisep and Muflin are three more products from the new organisation, Concept Pharmaceuticals Ltd.

The first is an ointment with anti-inflammatory and antibacterial activity (tubes of 5 g £0.40, trade and 14.2 g £0.62).

Clenisep is a cream which acts as a bacteriostat and local analgesic (15 g £0.40, trade).

The last, Muflin, is a syrup for coughs with antihistaminic and expectorant properties (100 ml £0.30, trade). (Concept Pharmaceuticals Ltd, Russell House, 59 High Street, Rickmansworth, Herts.)

Cosmetics and toiletries

Fabergé introduce Xanadu

Fabergé unveiled to the Press on Monday details of their new Xanadu (sav "Zanadu") range — 12 preparations all packed in containers designed with the flair that is so evident in the company's other products.

An elegant spherical pack has been adopted for the three sizes of Cologne Extraordinaire 1 oz (£1.25), 3 oz (£2.75), and 5 oz (£3.75). The Parfum de Luxe (£2.95) is in a silver-finished roll-on tube that may be recharged from the refill (£1.95). Larger sizes of perfume are in see-through plastic boxes and amethyst bottles containing $\frac{1}{4}$ oz (£3.85) and $\frac{1}{2}$ oz (£6.25).

The Xanadu range of bath preparations is in bright orange packs including the soap on a rope (£1.35), hand and body moisture lotion (£1.25), whipped cream bubbling milk bath (£1.95), talc shaker, 3 oz (£1.10), bath powder with puff (£1.75).

There is also the sponge ball set (£4.75) (see picture above at right) which comprises two half spheres of sponge and a bottle of liquid luxury body soap. (Fabergé Inc, Ridgeway, Iver, Bucks SL0 9JG.)

Toiletries for growing up

Believing that the first steps for good grooming are taken in the bathroom where children quickly learn to enjoy products designed especially for and after



the bath, Norton have launched Pretty Miss, a range of products especially designed to teach good grooming to the pre-teens age group. There are three coffrets in yellow and orange, consisting of hand cream and bubble bath (£0.72), talc mist and hand cream (£0.89) and talc mist and bubble bath (£0.65). All the products are delicately perfumed with a "light gay fragrance." (M. & R. Norton Ltd, 155 Merton Road, London SW18.)

For three beauty problems

Described as the newest trouble-fighter from Estee Lauder is Camouflage Wrinkle-Cover (£2.10). It is said to deftly cover skin discolorations and conceal facial blemishes "everything from unwanted freckles and age spots to sudden outbreaks."

It covers up enlarged pores and conceals small frown lines and wrinkles and is especially helpful when used in the area just above the upper lip to prevent lipstick "bleeding."

Camouflage Wrinkle-Cover comes in three shades — light, medium, and dark. (Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London, W1.)

Sundries

'Debs' coloured cotton wool balls

Debs (£0.15) are coloured cotton wool balls in pink, blue, yellow and white mixed together and sealed in transparent poly-bags of approximately 100, launched by Robinsons of Chesterfield. Debs are offered to the trade in cases of 12.

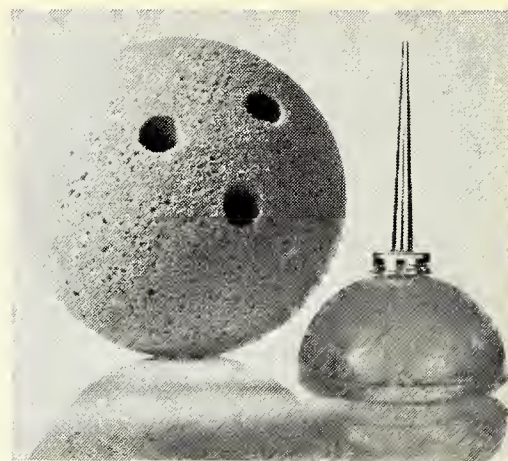
The existing 50-ball packs of Robinson's coloured cotton wool balls will be renamed Debs once existing stocks are exhausted. (Robinson & Sons Ltd, Wheat Bridge Mills, Chesterfield.)

Diagnostics

Do-it-yourself pregnancy test

The first pregnancy testing kit aimed directly at the housewife will be available for sale from July 5. Called the Twentisec instant home pregnancy screening test, the kit is being sold in Britain by Global Laboratories (Universal) Ltd.

Twentisec was launched in the United States for use by doctors nearly two years ago, and was enthusiastically received. However, the simplicity and safety of the test has led Global Laboratories to introduce the product "for use directly by



women wishing to discover whether they are pregnant or not."

The test, which takes only 20 seconds, is said to compare in accuracy with the more complicated standard procedures until now carried out either in laboratories or by pharmacists, and is "also commercially competitive with them."

Twentisec will be available in single or double test packs retailing at £1.25 and £2.20. (Distributors: Barclay & Sons Ltd, 37 Devonshire Place, Brighton, Sussex.)

PRESCRIPTION SPECIALITIES

SALACTOL paint

Manufacturer Dermal Laboratories Ltd, Tatmore Place, Gosmore, Hitchin, Herts

Description A colourless, viscous paint containing one part lactic acid, one part salicylic acid and four parts flexible collodion

Indications Keratolytic for the treatment of warts, particularly plantar warts

Method of use First day: Apply 4-5 drops to the wart waiting three to four seconds between each drop. Cover with a plain plaster and leave for 24 hours. Subsequent days: use a pumice to rub away the treated area and repeat the application

Precautions Keep away from the eyes

Notes Inflammable

Pack 10 ml bottle with applicator (£0.30, trade) **Issued** June 1971

KALIUM Durules

Manufacturer Astra Chemicals Ltd, PO Box 117, King George's Avenue, Watford, Herts.

Description Yellow tablets composed of a porous plastic matrix which releases the active ingredient, potassium chloride 750 mg, over a period of up to 12 hours

Indications Prevention and treatment of potassium depletion

Contraindications Oliguria or anuria; whenever potassium excretion is impaired due to renal disease and Addison's disease

Dosage Dependent on individual circumstances. Prophylactically the dose is one Durule daily. In hypokalaemia, the dosage to be adjusted according to serum potassium values. The suggested dose is two Durules twice a day or more until serum potassium levels are restored

Precautions Estimation of serum electrolytes recommended

Side effects With appropriate dosage side effects are reported to be rare

Packs Bottle of 100 (£0.30, trade), 500 (£1.38), tin of 5,000 (hospitals) (£9.50)

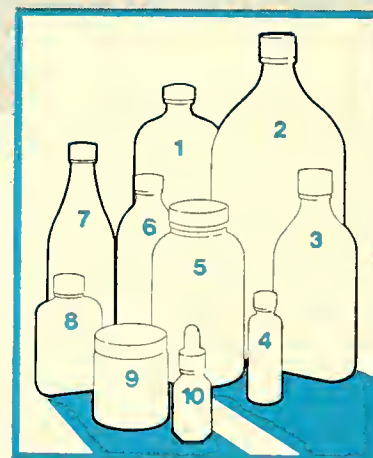
Issued May 1971

Glass DiStinction




Glass containers by Beatson—ask your wholesaler

- | | |
|---|---|
| 1. Metric Ribbed Oval—
white flint and amber | 5. Powders—white flint and amber |
| 2. Metric Winchesters
Plain and Poison | 6. Metric Sloping Shoulder Flat
—white flint and amber |
| 3. Metric Medical—
white flint | 7. Olive Oils—white flint |
| 4. Vials—white flint | 8. Tablets—white flint and amber |
| | 9. Jars—white flint and amber |
| | 10. Eye Drop bottles
and Droppers —amber |



For details of sizes contact:-

BEATSON, CLARK & CO. LTD., Rotherham, Yorks. Tel: 0709-79141 Telex: 54329

BC202/2 



TRADE NEWS

Tubipads on prescription in Scotland

Seton Tubipads, which have been available on prescription in England and Wales and Northern Ireland since June 1, can now also be prescribed in Scotland.

Tubipads (elasticated surgical tubular stockinette—foam padded—Drug Tariff) are designed for the prevention and treatment of pressure sores and are produced by Seton Products Ltd, Oldham, Lancashire.

Tubipad bandages are made from a combination of Tubigrip and special foam padding which, being porous and inert, is claimed not to cause any skin reactions or undue sweating. The bandages for the heels and elbows are cut to size and simply pulled onto the limb, whilst the sacral bandages have a Velcro front fastening to facilitate application and removal.

Three sizes (small, medium and large) are available in 60 cm lengths for heels and elbows and the sacral bandages are also supplied in three sizes (small, medium and large).

Chemical supplies

BP Chemicals point out that in addition to being a major producer of organic chemicals they manufacture some important heavy inorganic chemicals in substantial quantities. These are liquid chlorine, caustic soda, sodium hypochlorite, salt and hydrochloric acid. A new publication, *Inorganic Chemicals*, giving details of available grades etc is available from BP Chemicals International Ltd, UK chemicals department, Devonshire House, Piccadilly, London W1X 6AY.

Warehouse fire at Lennig

Despite a serious fire which occurred on the morning of Tuesday, June 8 in a warehouse at the plant of Lennig Chemicals Ltd, Jarrow, co Durham, the management state that production will in no way be affected.

They assure customers that all outstanding—and future—orders and commitments can be met, either by new production, or from stocks held elsewhere in this country or manufactured by their associate companies in France, Italy and the USA. The fire was prevented from spreading to other buildings in the plant, but the warehouse itself is expected to be a total loss.

Change of address

Margo of Mayfair products are now marketed by J. Grossmith Ltd and all orders and communications should be addressed to J. Grossmith Ltd, Britannia Works, 54 Neasden Lane, Hendon NW 10 2UL, telephone 01-459 0113.

Cussons and Christmas 1971

The C&D's position as the leading journal for retail pharmacy is underlined by the inclusion with this week's issue of a special 20-page supplement for Cussons Sons & Co Ltd. The supplement details the extensive range of Cussons Gifts for Christmas 1971, with sixteen pages of illustrations in full colour, plus a complete price list and order form. The photography and design were arranged by Cussons while the printing and production were carried out by the Chemist & Druggist.

Quickies freshener pads

Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex, have added foot freshener pads (£0.19) to the Quickies range. The standard pack is 1 doz.

To be withdrawn

On July 31 Imperial Chemical Industries Ltd, Alderley House, Alderley Park, Macclesfield, Cheshire, SK10 4TF are withdrawing Synalar suppositories, cartons of 12 and Synalar anal ointment, 15-g tubes.

Wrongly titled

We regret that the first paragraph heading under "Notes on New Medicaments" last week (p 744) contained a printer's error. The product referred to was, of course, Tacitin of CIBA Laboratories.

Christmas showroom dates

Cussons Sons & Co Ltd announce the following dates and venues for their Christmas showrooms:

June 28-July 2, Leeds, Metropole hotel;
July 5-9, Gateshead, Five Bridges hotel;
July 12-15, Brighton, Metropole hotel, and Birmingham, Midland hotel;
July 19-22, Manchester, Queen's hotel;
July 26-30, Croydon, Greyhound hotel;
August 2-6, Hendon, Hendon Hall hotel;
August 23-27, Glasgow, St Enoch's hotel.

Among manufacturers who are holding showrooms next week are: H. Bronnley & Co Ltd and Dorothy Gray Ltd, at St Enoch's hotel, Glasgow, from June 21-24. Fabergé are showing at St Enoch's from June 22-24, and at the Piccadilly hotel, Manchester, also from June 22-24.

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Band-Aid washproof plasters: Ln, M, Sc, WW, So, G

Body Mist: All except E

Brylcreem: All except E

Disprin: Ln, M, Y, Sc, U, G

Johnson's baby lotion: Ln, M, Lc, Sc, WW, So, G

Mum aerosol: All areas

Mum Rollette: All areas

Old Spice deodorants: All except E

Polaroid cameras: All except E

Poly Lady: All except M

Vosene: All except E

Equipment

Two reverse osmosis systems

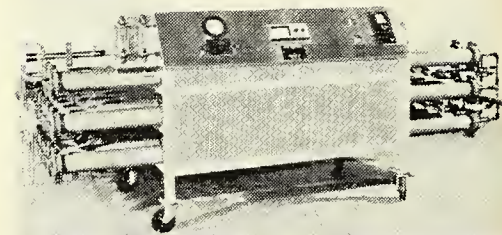
A reverse osmosis/ultra filtration unit has been designed by Paterson Candy International Ltd, in conjunction with the United Kingdom Atomic Energy Authority.

Developed primarily as a pilot unit using production components, the equipment is suitable for a wide range of applications including the production of high purity water, nutritive liquor processing and effluent treatment.

A range of fully interchangeable membranes is available for rapid installation by the user and the capacity can be increased by installing additional modules.

Provision is made for adjusting the feed flow rate and all parts in contact with the processed fluid are of stainless steel and inert plastic. (Paterson Candy International Ltd, Reverse Osmosis Division, Laverstoke Mill, Whitchurch, Hampshire.)

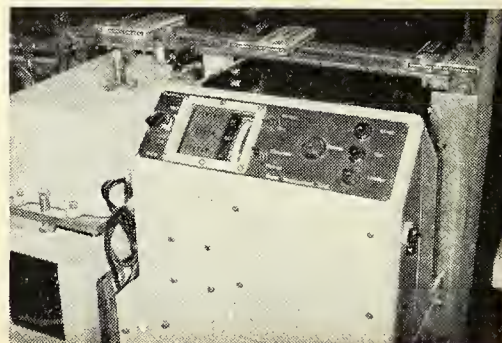
A mini reverse osmosis plant—the Osmopilot—is being introduced by Elga. It will be available for use by customers who wish to test the effects and qualities of reverse osmosis before involving themselves in the capital expenditure of a larger system.



The Elga Intercept reverse osmosis system (pictured above) is capable of supplying 810,000 litres/day of purified water, say the manufacturers.

It has applications in most parts of industry, medicine and research, where water is used or liquids are processed. The firm are also introducing a range of large plant deionisers producing from 4,000 litres/hour. (The Elga Group, Lane End, Bucks.)

The new Autoscale IM machine from Best Inspection Ltd, Metrostore Building, 231 The Vale, London, W 3, is an automatic fineweigher. It can weigh to the final resolution of the weighcell itself, ie, 5 mg. In practice this is not possible because of draft and windage, and sometimes vibration. Nevertheless, accuracies of within 100 mg range are attainable



Already 3000 chemists are breaking sales records with Maybelline counter units

Are you one of them?

Last year, Maybelline sales tripled.

This year, new lines have made our range complete. And after five months, our sales rate has tripled again.

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Your investment under £40 (inc. tax).

◀ Takes up less than 1.7 sq. ft.
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I am interested in a Maybelline stand.
Would you please send your representative to discuss the matter with me without commitment.

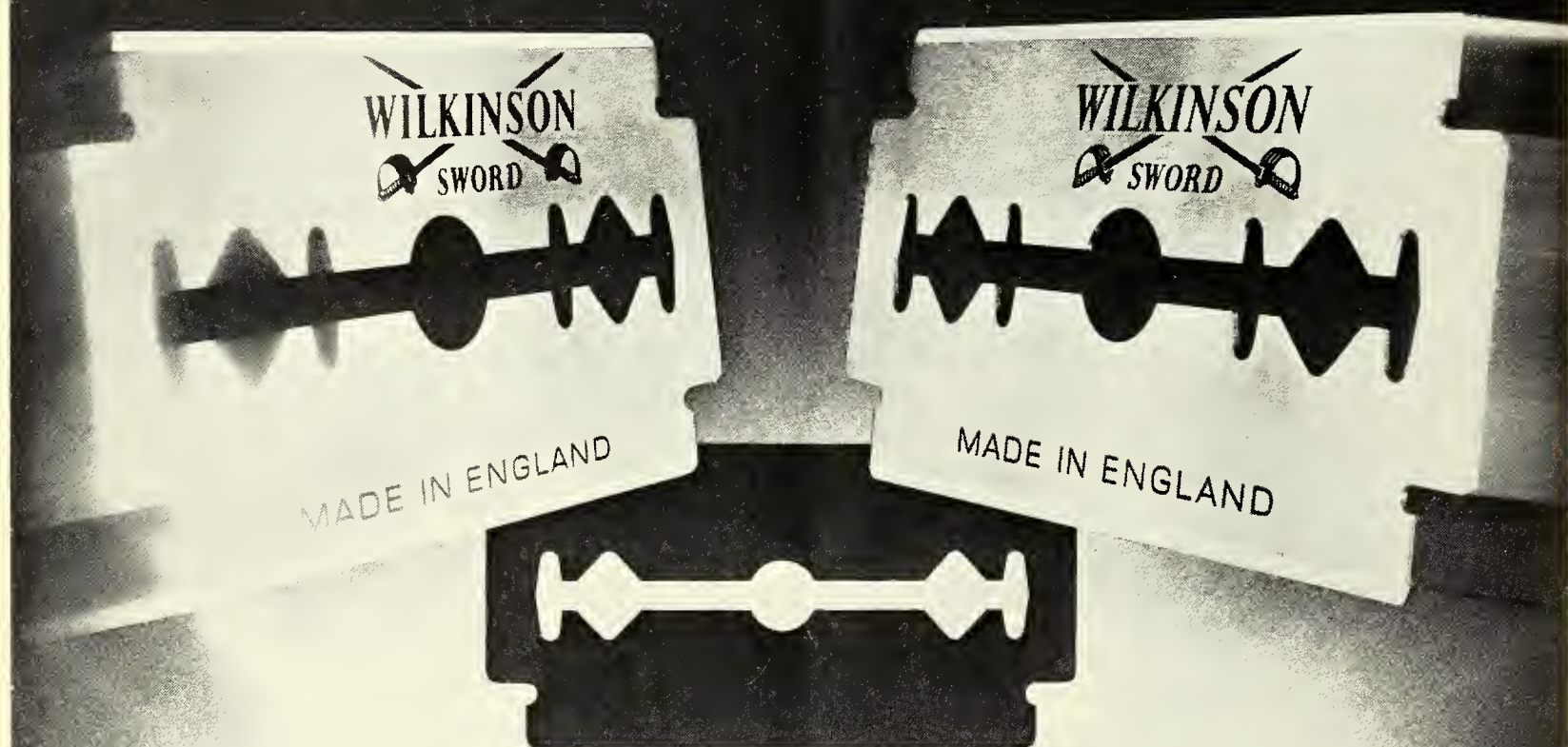
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Richards and Appleby, Ltd., 12A, St. George Street,
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the leader...



**WILKINSON SWORD
OUTSELLS ITS NEAREST
RIVAL BY 2-to-1**

It pays to promote **WILKINSON**
SWORD

WEEKLY CHANGES AND ADDITIONS

To June Quarterly Price List

'Contac 400'
for 12 months
continuous profit!

THE CHEMIST & DRUGGIST Price List Service			
To ensure accurate pricing, look first in this supplement under This Week's Changes and Stop Press followed by the Cumulative Section commencing on p 1. If the price you are seeking does not appear in this supplement, refer to the Quarterly List. Discard earlier supplements.			
Trade prices are given per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Light upright figures (0.14) is a suggested guide. A=Price advanced. R=Price reduced. ●=New entry. D=Delete. C=Correction. I=Insert.			
	Trade £·p	Tax £·p	Retail £·p
2-Minute Magic (385 DG)			
116cc	0.39	0.21	0.81
Abstem (746 Lederle)			
tablets 100	1.42	0.521	2.65
Abunda (385 DG)			
cream 14cc	0.42	0.23	0.88
Actifluor 3-18 (1341 Willows)			
Actifluor 3-18 (1335 Wigglesworth)			
Actifs (1521 Pharm Dis)			
Actifs (1521 Pharm Dis)			
capsules	4.26dz	1.68dz	0.75
Adaptoplast (339 CG)			
dressings			
125 pieces asst. M95	0.625	—	0.87
150 pieces asst. M304	0.45	—	0.63
pieces 150 × 2 1/2 × 2 1/2 M304M	0.45	—	0.63
island dressing 150 × 2 1/2 × 1 1/2 M97	0.479	—	0.67
strip			
1/2 in × 5yd M266	5.60dz	—	0.66
1 in × 1yd M272	1.59dz	—	0.19
1 in × 5yd M268	7.95dz	—	0.95
Adventure (545 Grossmith)			
perfume 4cc	3.12dz	1.67dz	0.54
Agfa (16 AGL)			
chemicals			
Neutol NE	—	—	0.26 1/2 I
	—	—	0.63
liquid	—	—	0.26 1/2
	—	—	1.26
Neutol 66	—	—	— D
films			
Dia direct reversal 35mm 36 exp.	—	—	1.30
filters, 25, 30, 32mm	—	—	2.34
35.5mm	—	—	2.58
46mm	—	—	3.27
Agfacolor (16 AGL)			
chemicals			
film bleach bath	—	—	0.56 1/2
film developer 5	—	—	0.48
film fixing bath	—	—	0.51
paper bleach fix bath	—	—	1.11
paper developer	—	—	0.56 1/2
paper stop bath fix	—	—	0.47 1/2

	Trade £·p	Tax £·p	Retail £·p
projectors 50	—	—	20.90 1/2
automatic 50	—	—	40.74 1/2
case	—	—	3.09
negative film CNS			
standard cassette 35mm 12 exp.	—	—	0.53
20 exp.	—	—	0.65
36 exp.	—	—	0.89
126 20 exp.	—	—	0.71
126 12 exp.	—	—	0.57
Rapid	—	—	0.57
roll film 127, 120, 620	—	—	0.48 1/2
reversal film CT18			
126 20 exp.	—	—	1.36
35mm			
cassette 20 exp.	—	—	1.36
36 exp.	—	—	1.96
Rapid	—	—	1.09
roll film 127, 120, 620	—	—	1.00
8mm cine CT135 25ft.	—	—	1.65
8mm cine CK.17 super 8	—	—	2.00
8mm Movex cassette	—	—	2.15
16mm cine spool 100ft.	—	—	4.69
Agfalux (16 AGL)			
flashgun KM	—	—	6.06 1/2
CK & CM	—	—	3.83 1/2
CI outfit	—	—	5.42
Agfascop (16 AGL)			
viewer 10	—	—	5.35
20	—	—	7.92 1/2
Agfatronic (16 AGL)			
flash guns 140A	—	—	23.38 1/2
160A	—	—	29.13
220A	—	—	40.79
Agprosal (17 Agprolin)			
tablets 100	0.30	—	—
Airwick (671 Jeyes)			
aerosol mists 16oz	1.90dz	—	0.20
old sizes	—	—	— D
Albion (339 CG)			
cotton wool			
carton 1oz	0.47dz	—	0.06
4oz	1.22dz	—	0.13 1/2
1lb	0.32	—	0.42
paper wrapped 2oz	0.74dz	—	0.09
8oz	2.10dz	—	0.23
1lb	0.30	—	0.40
Albucid (187 B5)			
eye drops ts4B			
10% 10ml	0.23	—	0.34 1/2
20% 10 ml	0.24	—	0.36
30% 10 ml	0.25	—	0.37 1/2
eye ointment 2 1/2% 4 g	0.10	—	0.15
6% 4 g	0.12	—	0.18
10% 4 g	0.13	—	0.19 1/2
nasal spray	—	—	— D
Algesal (894 Nicholas)			
tube 40g	0.14	0.05	0.26
Allergilac (307 C & G) 12oz	5.20	—	0.29
(2doz)			
Allinson (40 Allinson)			
dried yeast 4oz	3.93	—	0.13 1/2
(3 dz)			
Alopecinin (1521 Pharm Dis) ts4B			
pomade 1oz	9.92dz	3.80dz	1.49
tablets 30	9.92dz	3.80dz	1.49
Amami (105 BTD)			
styling lotion 80cc	1.16dz	0.64dz	0.18
Anapax (848 Minnesota)			
cold sore lotion 5ml	1.00dz	0.367dz	0.15
cold tablets 12	1.33dz	0.488dz	0.20
24	—	—	— D
cough linctus †			
adult 55ml	1.90dz	—	0.22 1/2
110ml	3.15dz	—	0.37 1/2
child's 110ml	—	—	— D
junior pain reliever 60ml	1.68dz	—	0.20
Andre Philippe (48 AP)			
bubble bath			
gift set trio 33	4.00dz	1.465dz	0.63
slim diamond 14	3.40dz	1.245dz	0.53

		Trade £·p	Tax £·p	Retail £·p	
continental	35	7.20dz	2.64dz	1.13	
Cologne					
slim diamond	24	3.00dz	1.65dz	0.53	
Cologne/lavender	34	6.60dz	3.63dz	1.13	
Anethaine (518 Glaxo) †					
cream	20g	0.11	—	0.15	
Anusol (1310 WW)					
suppositories	12	2.08dz	0.763dz	0.30	
Asmapax (894 Nicholas) †s4B					
tablets	30	0.35	—	0.52½	
	250	2.28	—	3.42	
Atkinsons (76 Atkinson)					
English lavender	21cc				D
mini mist					D
Gold Medal Cologne					
watch flask					D
mini mist					D
A toi (76 Atkinson)					D
Aurora (243 Cernelle)					
mixed vegetables					
spinach, carrot	7oz	3.90 (1⅓ dz)	—	0.26	
Baycaron (542 FBA)					
tablets 25mg	50	1.18	—	1.77	
	150	3.35	—	5.03	
Belle Argent (525 Golden) ‡					
shampoo hair colouring		2.64dz	1.45dz	0.44	
Belle Colour (525 Golden) ‡		2.64dz	1.45dz	0.44	
Bemax (103 Beecham) existing entry					D
Bemax (103 Beecham) 12 case, rate					
	10oz	1.96dz	—	0.21	
	20oz	3.47dz	—	0.37½	
Benbows (1492 SVC)					D
Benbows (67 Ashe)					I
dog products					
canker lotion		1.69dz	0.60dz	0.25	
conditioner	2oz	1.16dz	0.41 dz	0.18	
	4oz	1.82dz	0.65dz	0.28	
capsules					
¼ t'spoon	40	2.04dz	0.73 dz	0.30	
½ t'spoon	30	2.04dz	0.73 dz	0.30	
shampoo beauty bath					
sachet		0.48dz	0.17dz	0.07	
	1gal				D
soap		0.78dz	0.28dz	0.11	I
tapeworm tablets		0.80	—	0.10	
Benylin (938 PD)					
expectorant †s7	125ml	1.86dz	0.69dz	0.29	
Betnesol (518 Glaxo) T5					
injection	1ml × 5	1.31	—	1.75	
	1ml × 6	—	—	—	D
Better Off (385 DG)					
for the face	30g	0.42	0.23	0.88	
for the legs	115g	0.37	0.20	0.77	
aerosol spray		0.69	0.38	1.44	
Bio (1400 PBI)					
pot pourri maker		3.40dz	1.18dz	0.37½	
Bioglan-M/Q (127 Bioglan) †s4B					I
tablets	6	1.30dz	—	—	
Biokets (848 Minnesota) †					
sore throat tablets	18	1.25dz	—	0.15	
Bisks (1530 Fisons)					
chocolate Vienna wafer					
	1 meal	1.10dz	0.24dz	0.14	
	4 meal	2.72dz	0.60dz	0.34	
Blue Grass (60 Arden)					
foaming beauty bath		—	—	1.70	
BN (848 Minnesota)					I
liniment	100ml	1.33dz	0.488dz	0.20	
	200ml	2.00dz	0.733dz	0.30	
Bourjois (150 Bourjois)					
talcum powder					
Boudoir, Mimosa, Wild					
Rose, Golden Fern		1.45dz	0.80dz	0.24	I
Brightener (848 Minnesota)					
toothpaste	150g	1.43dz	0.523dz	0.21	

the most versatile digitalis glycoside

LANOXIN* DIGOXIN

TABLETS • SOLUTION • INJECTION • PAEDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

*Trade Mark



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
Bronnley (194 Bronnley) soap				Healthinale 5.3g	—	—	0.38	Daptazole (894 Nicholas) injection 30 mg	6	1.69	2.53½
country herb visitor's 6	—	—	0.60	1oz	—	—	0.62	25	6.09	—	9.13½
Broxodent (713KH) electric toothbrush 240v	—	—	8.95	Healthinamel plain	—	—	0.45	150 mg	0.47	—	0.70½
universal	—	—	10.00	cream colours	—	—	0.55	tablets 100mg	50	1.32	1.98
Burson (1388 TKC) existing entry				introductory kit	—	—	1.36	D.D.D. (359 DDD) (distributors 366 Dendron)	2.23dz	0.77dz	0.30
Burson (1388 TKC) hosiery (distributors 810 Maw)				Klenza 4oz	—	—	0.50	Delta-Cortelan (518 Glaxo) T5	100	0.42	—
one way stretch	0.80pr	—	1.20	1lb	—	—	1.64	tablets 5mg	500	2.00	—
anklets	0.80pr	—	1.20	2lb	—	—	2.86	Denclen (657 IL)	0.091	0.033	0.17
knee caps	—	—	—	mannah 1 and 2	—	—	0.66	Dentinox (366 Dendron)	1.49dz	0.52dz	0.22
two way stretch	—	—	—	nail grower	—	—	0.41	gel	—	—	—
anklets	1.20pr	—	1.80	Nail-o-wax	—	—	0.41	liquid	—	—	—
knee caps	1.20pr	—	1.80	oily remover stain	1oz	—	0.26	Dequadin (34 A & H)	20	0.10	0.15
two way stretch flat bed above knee	—	—	—	Onox	—	—	0.41	lozenges 0.25 mg.	40	0.18	0.27
cotton open toe	2.25	—	3.37½	restorer	—	—	0.38	Dermacaine (830 Medo)	15g	—	—
with forked suspender	2.375	—	3.55½	Reville tissuetone	4oz	—	1.27	ointment	—	—	—
nylon open toe	2.25	—	3.37½	1lb	—	—	4.51	Dicynene 500 (1531 Delandale)	60	4.06	—
with forked suspender	2.375	—	3.55½	rip white	—	—	0.41	Dixor (379 Dixor)	overnight cream	1.73dz	0.95dz
cotton full foot	2.25	—	3.37½	Vitanail	—	—	0.41	Domestos (382 Domestos)	regular	1.806 (1½dz)	0.10½
nylon full foot	2.25	—	3.37½	Corega (1178 Stafford) denture powder	49g	1.93dz	0.23	Dorothy Gray (385 DG)	all weather balancer	0.39	0.21
below knee	—	—	—	48g	—	—	—	beauty cases	small	4.22	1.55
cotton open toe	1.85	—	2.77½	Cortucid (187 BS) ts4B cream	3g	0.35	0.52½	large	7.10	2.60	13.79
nylon open toe	1.85	—	2.77½	Cossack (1038 R&C) men's hairdressing	12oz	3.12	1.71	0.49	colour swirls	0.74	0.41
thigh length	—	—	—	aerosol	—	—	—	cream rouge	0.32	0.18	0.67
cotton open toe	2.33	—	3.49½	Coty (301 Coty) Originals	—	—	—	dry skin cleanser	55cc	0.39	0.21
with forked suspender	2.455	—	3.67½	eyeliner streamliner	—	—	—	115cc	0.66	0.36	1.38
nylon open toe	2.33	—	3.49½	eyeshadow frosted	—	—	—	extra rich night cream	30cc	0.41	0.23
with forked suspender	2.455	—	3.67½	creme	—	—	—	55cc	0.68	0.37	1.42
one way stretch men's knee length	1.32	—	1.98	mascara automatic	—	—	—	115cc	1.06	0.58	2.22
Cameo (1073 Robinson) tampons	10	2.772	—	sheer puffery	—	—	—	14cc	0.33	0.18	0.69
40	4.898dz	—	0.53	bronzer	—	—	—	eye beauty cream	14cc	0.33	0.18
Carbocaine (970 PM) ½%, 1% and 2%	—	—	—	Cow and Gate (307 C & G) dairy junior foods	6oz	0.93	0.05	eyebrow pencil	12cc	0.14	0.08
ampoules 2ml 10 × 10	2.00	—	—	glucose	16oz	2.86	0.16	eye make-up remover	—	—	—
5ml 10 × 10	3.75	—	—	low calcium	14oz	10.17	0.56½	face glossers	—	—	—
10ml 10 × 10	5.75	—	—	low lactose	14oz	10.17	0.56½	hand cream	tube	0.28	0.15
20ml	0.85	—	—	milk food	—	—	—	55cc	0.33	0.18	0.69
injection vial 20ml	1.00	—	—	full cream	16oz	3.16dz	0.30	115cc	0.51	0.28	1.07
50ml	1.75	—	—	half cream	16oz	3.16dz	0.30	200cc	0.79	0.43	1.65
3% cartridge 2ml 100	2.16	—	—	humanized	16oz	3.16dz	0.30	lipsticks	—	—	—
4% ampoule 2ml 10	1.75	—	—	skimmed milk food	14½oz	3.77	0.21	moisture tint	0.39	0.21	0.81
Casilan (518 Glaxo) 8oz	4.20dz	—	0.44	special half cream	20oz	6.63	0.37	new masque frappe	0.33	0.18	0.69
Casual (1242 Toni) ‡ hair colour	3.42dz	1.79dz	0.55	Cremalgin (117 BPL) balm	25g	2.00	0.19	orange flower skin lotion	116cc	0.39	0.21
lightener	3.42dz	1.79dz	0.55	50g	1.67	0.61	0.32	116cc	0.78	0.43	1.64
Cellogen (385 DG) cream	30cc	0.68	0.37	old packs	—	—	—	290cc	0.39	0.21	0.81
55cc	1.01	0.56	2.12	Crystapen G (518 Glaxo) TS tablets 250mg	100	0.92	—	Perfemina	—	—	—
30cc	0.36	0.20	0.75	500	4.35	—	—	handbag spray	0.15	0.08	0.31
55cc	0.56	0.31	1.17	Crystapen V (518 Glaxo) TS suspension	125mg/5ml	0.30	—	dry spray	0.36	0.20	0.75
Ceporex (518 Glaxo) T5 capsules 250mg	20	2.81	—	100ml	0.30	—	—	portrait make-up	0.39	0.21	0.81
100	13.50	—	—	250mg/5ml	0.55	—	—	quick cleanser	116cc	0.39	0.21
500mg	5.53	—	—	100ml	0.30	—	—	roll-on deodorant/ antipersperant	55cc	0.30	0.17
100	26.65	—	—	250mg/5ml	0.92	—	—	spray	55cc	0.39	0.21
tablets 250mg	20	2.81	—	100ml	0.55	—	—	salon cold cream	55cc	0.39	0.21
100	13.50	—	—	tablets 250mg	100	4.35	—	115cc	0.66	0.36	1.38
500mg	20	5.53	—	500	8.26	—	—	200cc	0.90	0.50	1.89
100	26.65	—	—	Culmak (332 Culmak) shaving brushes	—	—	—	sensitive skin cream	30cc	0.41	0.23
syrup 125mg/5ml	100	1.40	—	Spartan	1.80dz	0.66dz	0.28	55cc	0.68	0.37	1.42
100ml	—	—	—	Junior	2.25dz	0.83dz	0.35	115cc	1.06	0.58	2.22
250/5ml	2.81	—	—	Traveller	2.55dz	0.94dz	0.40	30cc	0.39	0.21	0.81
100ml	—	—	—	Chum	3.20dz	1.17dz	0.50	4oz	0.34	0.19	0.71
500mg/5ml	5.53	—	—	Senior	3.85dz	1.41dz	0.60	oil	4oz	0.34	0.19
100ml	26.65	—	—	Saloon	5.50dz	2.02dz	0.86	texture lotion	116cc	0.39	0.21
Ceporin (518 Glaxo) TS vial 250mg	1.40	—	—	Plus	5.15dz	1.88dz	0.80	290cc	0.78	0.43	1.64
500mg	2.70	—	—	50/50	9.20dz	3.37dz	1.43	30cc	0.36	0.20	0.75
1g	5.28	—	—	50/50 Traveller	9.95dz	3.65dz	1.55	whitening cream	Young and Lovely	—	—
Chantage (76 Atkinson)				Prince	10.90dz	4.00dz	1.70	beauty lotion	0.34	0.19	0.71
Chekwate (103 Beecham) 12 case rate	1.34dz	0.295dz	0.17½	50/50 Mark II	14.80dz	5.43dz	2.30	blusher	0.34	0.19	0.71
mixed flavours	—	—	—	No. 30	11.55dz	4.24dz	1.80	cleansing grains	0.34	0.19	0.71
Chilban (436 Evans)				No. 40	15.75dz	5.78dz	2.45	clearing cream	0.23	0.13	0.48
Codural (848 Minnesota) ‡ tablets	15	1.33dz	0.488dz	No. 55	20.75dz	7.61dz	3.23	compact powder	0.34	0.19	0.71
Coldrex (976 PL) hot lemon	12	1.01dz	0.335dz	Sovereign	22.15dz	8.12dz	3.45	face pads	0.34	0.19	0.71
tablets	24	3.455dz	—	No. 84	28.60dz	10.49dz	4.45	foundation cream	0.23	0.13	0.48
Color Match (525 Golden) hair colourant	2.94dz	1.62dz	0.49	No. 8½	34.05dz	12.49dz	5.30	heal and conceal stick	0.28	0.15	0.58
Cornet (848 Minnesota) chiroprody soap	2.03	0.744	0.19	Super	35.35dz	12.96dz	5.50	lipstick	0.20	0.11	0.42
sponge & soap	4.42	1.62	0.55	Cutex (256 CPL) lipsticks	2.53dz	1.30dz	0.40	refining lotion	0.34	0.19	0.71
Complan (518 Glaxo) 1lb	3.36dz	—	0.35	hot lips	—	—	—	skin cleanser	0.34	0.19	0.71
Coprolax (397 Dunster) capsules	200	2.275	—	CVK (Abbott) TS capsules 250mg	100	0.92	—	Droxalin (976 PL) tablets	30	1.54dz	—
Coralie's (564 H&N) Coralshine powder	—	—	0.44	500	4.35	—	—	tablets 10mg	80	6.70	—
complexion milk	4oz	—	0.60	1000	8.26	—	—	500	34.80	—	—
11b	—	—	2.26	Filmtabs 250mg	25	0.27	0.41	5mg packs	—	—	—
21b	—	—	3.82	100	0.92	—	1.38	Dusk (545 Grossmith) suntan oil	100ml	0.63dz	0.34dz
hand lotions, astringent, milky, summer	4oz	—	0.60	500	4.35	—	6.53	Duvadilan (1539 Duphar) ampoules 2ml	5	0.50	—
hardener	8oz	—	1.05	1000	8.26	—	12.39	tablets 20mg	50	0.90	—
healing balm	—	—	0.50	solution 125mg	100ml	0.30	0.45	250	4.00	—	—
				250mg	100ml	0.55	0.83	Economylin (251 CD) tablets/capsules 500	—	—	—
				Dalton (348 Dalton) Sweet Relief	0.21	0.08	0.37	Efcortisol (518 Glaxo) T5 ampoules	1ml × 5	0.94	1.25
				Daltose (307 C & G) 16oz	4.97	—	0.27½	1ml × 6	—	—	—

	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
Elation (385 DG)				eye make up remover				extra potency yeast			
bath essence 25cc	0.34	0.19	0.71	bottle	1.60dz	0.83dz	0.27	tablets 100	1.92dz	—	0.24
54cc	0.57	0.31	1.18	pads	1.54dz	0.80dz	0.26	calcium & vit D tablets	50	1.48dz	0.18½
dusting powder drum	0.57	0.31	1.18	face makers	5.49dz	2.87dz	0.93	Gefarnil (324 Crookes)			
flask	0.32	0.18	0.67	face savers	1.13dz	0.15dz	0.14	ampoules 1ml	6	0.47	—
hand and body lotion	0.34	0.19	0.71	Lashfix	1.18dz	0.62dz	0.20	capsules 100	3.835	—	—
moisturising bath oil	0.74	0.41	1.54	model eyes refill	1.00dz	0.52dz	0.17	Genticin HC (187 B5)			
perfume purse	0.53	0.29	1.11	nails self adhesive	5.26dz	2.75dz	0.89	ear drops	—	—	—
spray mist	0.57	0.31	1.18	standard	4.67dz	2.44dz	0.79	Gillette (514 Gillette)			
roulette	0.27	0.15	0.56	Nailfix	1.18dz	0.62dz	0.20	Foamy shaving aerosol			
skin perfume intro	0.23	0.13	0.48	remover	1.65dz	0.86dz	0.28	regular	2.19dz	0.77dz	0.32
25cc	0.34	0.19	0.71	nail varnish	2.30dz	1.20dz	0.39	3.41dz	1.19dz	0.50	
54cc	0.57	0.31	1.18	remover	1.42dz	0.74dz	0.24	2.19dz	0.77dz	0.32	
108cc	0.92	0.51	1.94	bottle	1.42dz	0.74dz	0.24	Golden Ostermilk (518 Glaxo)			
make-up				pads	3.25dz	1.70dz	0.55	1lb	3.30dz	—	0.31½
brush-on blusher	0.93	0.51	1.94	roll on mascara	1.77dz	0.93dz	0.30	L.H. ampoules			
refill	0.42	0.23	0.88	5shadowmatte	4.08dz	2.13dz	0.69	100iu	5	0.55	—
brush-on eyeliner	0.36	0.20	0.75	5shadowpearl	1.18dz	0.62dz	0.20	500iu	5	1.40	—
brush-on eyeshadow set	0.51	0.28	1.07	Superstick				1000iu	5	2.20	—
refill	0.32	0.18	0.67	Fair and Cool (525 Golden)				5000iu	1	1.50	—
cream powder	0.39	0.21	0.81	blonding bleach kit	5.40dz	2.98dz	0.90	F.S.H. ampoules			
eyeliner brushes	0.32	0.18	0.67	Falcodyl (901 Norton) †				400iu	5	1.30	—
eyeliner liquid	0.36	0.20	0.75	(distributors 1545 Vestric)				50	5.50	—	—
propelling pencil	0.47	0.26	0.98	500ml	0.60	—	—	50	2.20	—	—
refill	0.17	0.09	0.35	2l	2.20	—	—	50	10.70	—	—
eye make-up remover				Felice (76 Atkinson)				5	3.00	—	—
pads	0.32	0.18	0.67	Fennings (1534)				50	15.70	—	—
eye shades	0.61	0.34	1.27	cooling powder's childrens				Gucki (16 AGL)			
eyeshadow cream	0.36	0.20	0.75	5	4.80	1.76	0.06	35mm viewer	—	—	0.73
stick	0.36	0.20	0.75	(1 gross)	9.00	3.30	0.06	Helanca (903 NPU)			
face powder	0.39	0.21	0.81	(2 gross)	1.36dz	0.50dz	0.20	pants standard	0.25	0.03½	0.41
lipsticks	0.30	0.17	0.63	20	1.36dz	0.50dz	0.20	large	0.265	0.04	0.44
liquid make-up	0.39	0.21	0.81	little healers	12	0.40dz	0.15dz	Hemolac (307 C & G)			
mascara block	0.34	0.19	0.71	36	1.00dz	0.37dz	0.15	16oz	3.16dz	—	0.30
brush-on	0.53	0.29	1.10	90	2.00dz	0.73dz	0.30	Hiprex (1061 Riker)			
refill	0.33	0.18	0.68	Fersamal (518 Glaxo)				tablets 100	2.00	0.73	—
nail enamel pearl	0.30	0.17	0.63	syrup 200ml	0.22	—	0.30	Horlicks (103 Beecham) existing entry			
skin glossers	0.75	0.41	1.57	Fiesta (981 Picot)				Horlicks (103 Beecham) 12 case rate			
Elizabeth Arden (60 Arden)				eau de toilette				1lb	1.175dz	—	0.12
gloss over	—	—	0.70	spin-flo 10cc	2.05dz	1.13dz	0.35	1lb	1.96dz	—	0.21
Elie (325 C-A)				perfume miniature ½oz	2.87dz	1.58dz	0.49	1lb	3.365dz	—	0.36
aerosol 48g	—	—	—	1oz	4.97dz	2.735dz	0.85	3lb	9.05dz	—	0.97½
Eltroxin (518 Glaxo) †s4B				2oz	8.78dz	4.83dz	1.50	5lb	1.245	—	—
tablets 0.05mg 100	0.09	—	—	1oz	15.80dz	8.69dz	2.70	10lb	2.45	—	—
0.1mg 100	0.12	—	—	Fisherman's Friend (771 LCPL)				6oz	1.57dz	—	0.16½
1000	1.00	—	—	throat & chest lozenges	0.85	0.31	0.08	12oz	2.85dz	—	0.30
Emoform (1341 Willows)				(1½dz)	(1½dz)			5lb	1.245	—	—
Emoform (1335 Wigglesworth)				Fix (1351 WLU)				Hydrocortone (837 MSD) T5			
Energen (1114 SEF)				hair conditioner	0.965dz	0.53dz	0.16½	cream non greasy			
rolls (12)	1.24dz	—	0.12½	Flex-Straws (638 HIL)				0.5% 15g	—	—	—
Englate (894 Nicholas)				100	0.10	—	0.15	1% 15g	0.21	—	—
syrup 200ml	0.44	—	0.66	Florineige (475 FG) existing entry				Infacare (1055 RM)			
tablets 50	0.44	—	0.66	Florineige (475 FG)				baby bath 220cc	2.75dz	1.01dz	0.39
Entroquin (312 AC) †DDI				bath crystals 666	2.50dz	1.37dz	0.43	Isi (16 AGL)			
tablets 80	0.33	0.12	0.65	bubble bath 668	2.55dz	0.93dz	0.40	flash guns K & M	—	—	2.67½
Eucryl (430 Eucryl)				animal heads 251	2.38dz	0.87dz	0.36	CK & CM	—	—	2.79½
denture powder	0.67dz	0.245dz	0.10	bear savings bank 133	2.86dz	1.04dz	0.44	Iso (16 AGL)			
tooth powder	0.90dz	0.33dz	0.13½	boot 262	2.61dz	1.25dz	0.43	flash gun	—	—	2.42½
	0.67dz	0.245dz	0.10	clown savings				I-So-Gel (34 A & H)			
smokers tooth powder	1.00dz	0.365dz	0.15½	bank 141	2.86dz	1.04dz	0.44	200g	0.39	0.15	0.67
Euthymol 938 PD)				dog savings bank 138	2.60dz	0.95dz	0.40	2kg	3.00	1.10	5.10
toothpaste	1.06dz	0.39dz	0.16	doll 673	2.52dz	0.92dz	0.39	Iso-Pak (16 AGL)			
	0.93dz	0.34dz	0.14½	mini lamp 253	3.40dz	0.06dz	0.43	camera outfit	—	—	5.95
	1.35dz	0.495dz	0.21	piggy bank 130	2.55dz	0.93dz	0.40	lady set	—	—	8.41½
Ex-Lax (440 Ex-Lax)				face cloth 260	3.67dz	0.90dz	0.53	C camera outfit	—	—	7.45½
laxative chocolate 6	0.63dz	0.23dz	0.09	foam bath 670	1.20dz	0.44dz	0.18	lady set	—	—	9.35
18	1.40dz	0.51dz	0.20	671	2.55dz	0.93dz	0.40	Ci camera outfit	—	—	9.83½
36	2.46dz	0.90dz	0.35	folkloric dolls	3.05dz	1.68dz	0.50	cases	—	—	1.43½
junior	0.70dz	0.255dz	0.10	large 462	3.50dz	1.41dz	0.60	Johnsons (672 Johnson)			
pill 18	1.40dz	0.51dz	0.20	perfume 510	7.50dz	4.12dz	1.25	cotton wool hospital			
Exmarid (441 Exrid)				Florialis coffret 1036	4.40dz	2.42dz	0.75	16oz	8.195	—	0.45
kennel kleen 40oz	5.00dz	—	0.62½	novelty animals 692	2.70dz	1.37dz	0.45		(2dz)	—	—
1gal	1.25	—	1.87½	poodles assorted 699	3.73dz	1.66dz	0.60	baby cotton buds 20	0.64dz	—	0.08
lotion 200ml	0.15	0.055	0.28	springtime coffret 250	2.50dz	1.37dz	0.43	60	1.60dz	—	0.20
40oz	0.60	0.22	1.12	soap (3) 261	3.85dz	1.41dz	0.60	100	2.16dz	—	0.27
ointment 60g	1.31	0.48	0.25	soap on a rope 263	1.86dz	0.68dz	0.29	cream jar 45g	1.593dz	0.876dz	0.27
	(10/12dz)	(10/12dz)		Focus (1242 Toni)				100g	2.724dz	1.498dz	0.46
Eylure (443 Eylure) existing entry				hair highlight	1.37dz	0.72dz	0.22	34g	1.111dz	0.611dz	0.15
Eylure (443 Eylure)				Folex-350-C (1091 Rybar)				120cc	1.553dz	0.854dz	0.28
brush on make up refills	1.24dz	0.64dz	0.21	tablets 50	3.00dz	—	0.37½	205cc	2.255dz	1.24dz	0.36
cosmetic brushes				500	1.32	—	—	285cc	2.836dz	1.56dz	0.47
blending brush	2.61dz	0.91dz	0.39	Folie (385 DG)				25	1.28dz	—	0.16
eyeliner brush	1.41dz	0.49dz	0.21	bath oil 54cc	0.57	0.31	1.22	50	2.32dz	—	0.29
eyeshadow brush	1.68dz	0.58dz	0.25	creamy skin perfume	0.52	0.29	1.20	100	4.116dz	—	0.49
eyeshadow applicator	1.34dz	0.47dz	0.20	dusting powder 150g	0.53	0.29	1.14	200	7.74dz	—	0.92
lip brush	1.74dz	0.61dz	0.26	flask 100g	0.32	0.18	0.66	135cc	1.553dz	0.854dz	0.26
cosmetic pencil	0.83dz	0.43dz	0.14	hand and body lotion				210cc	2.255dz	1.24dz	0.37
cosmetic sponge	1.14dz	0.40dz	0.17					99g	1.07dz	0.391dz	0.16
Disguise	5.85dz	3.06dz	0.99					227g	1.878dz	0.688dz	0.28
eyelashes								economy	2.335dz	0.856dz	0.35
natural daytime, almond								sachet	0.384dz	0.14dz	0.06
eye, natural long trim,								bottle 85cc	1.562dz	0.573dz	0.24
short trim underlash,								soap	0.53dz	0.195dz	0.07½
sable two star, sable									0.805dz	0.295dz	0.11½
three star, sable four								Kaomycin (1263 Upjohn) T5			
star, Simplifeyes Nos								150ml	0.58	—	—
1 and 2, ready trim								500ml	1.82	—	—
close, spikey, spikey								K.H.3. (1490 IAP5) †			
wings, standard close								capsules 30	1.42	0.52	2.65
fashion lashes—see								150	6.66	2.44	12.43
through Nos 1 & 2								Kia-Ora (1109 Schwepes)			
Nefertiti Nos 1 and 2								low calorie orange or			
total spikey and under-								lemon 20oz	0.92dz	0.20dz	0.12
lash								Kodak (711 Kodak)			
Miss Eylure								Instamatic "33"	2.125	1.17	4.44
bobby dazblers, first								Lacidac (307 C & G)			
flutter, fluffies, moon-								half cream 12oz	5.20	—	0.29
rakers, snip it yourself								(2dz)			
No. 2, ticklers, under-											
lash, wispers											
	3.49dz	1.82dz	0.59								

		Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Retail £·p
Lactagol (912 O)					Mayflower (662 EJ)					injection vial cartridge				
tablets	60	1·60dz	0·585dz	0·24	pastilles					2mlts4B	100	2·07	—	2·55
	500	0·99	—	—	blackcurrant and					3% solution with				
Lanalem (903 NPU)					glycerine	1oz	0·55dz	0·11dz	0·07½	adrenaline cartridge				
shampoo's					bronchial cough	1oz	0·50dz	0·17dz	0·07½	2mlts4B	100	2·07	—	2·55
lemon cream, lemon					catarrh	1oz	0·50dz	0·17dz	0·07½	4% solution with				
liquid, medicated,					children's cough	1oz	0·50dz	0·17dz	0·07½	adrenaline injection vial				
olive oil	sachets	0·96	0·355	0·05	glycerine, lemon &					ts4B	50ml	0·22	—	0·28
		(3dz)	(3dz)		honey	1oz	0·55dz	0·11dz	0·07½	Nu-Ray (479 WF)				
lemon liquid	bottle	1·20dz	0·44dz	0·19	glycerin of thymol BP	1oz	0·67dz	—	0·07½	hot water bottles		0·295	—	—
lemon cream	jar	1·45dz	0·54dz	0·22½						Nu-Star (479 WF)				
medicated	bottle	1·20dz	0·44dz	0·19	Megimide (894 Nicholas)					hot water bottles		0·28	—	—
olive oil	jar	1·45dz	0·54dz	0·22½	ampoules 10ml	6	1·83	—	2·74½	Nu-Sun (479 WF)				
Lederkyn (746 Lederle)					vial	25	6·77	—	10·15½	hot water bottles		0·28	—	—
suspension	50ml				100ml	1·52	—	2·28	Nystan (1176 Squibb)	T5				
Leucodinin (1521 Pharm Dis)					Meladnine (1521 Pharm Dis)	ts4B				cream	15g	0·58	—	—
ointment	1oz	9·92dz	3·80dz	1·49	paint	25ml	9·90dz	3·82dz	1·49	30g	1·00	—	—	—
Lidothesin (970 PM)					tablets	30	9·90dz	3·82dz	1·49	ointment	30g	0·80	—	—
solutions plain or with					Memoire Cherie (60 Arden)					capsules	25	0·30	—	0·45
adrenaline					deodorant roll-on	732·00	—	—	0·70	100	0·93	—	—	1·39½
injection vial ½%, 1% or 2%					foaming beauty bath		—	—	1·90	elixir	100ml	0·26	—	0·39
20ml	10	1·00	—	—	Mene (1073 Robinson)					Oblivon C (187 BS) ts4B				
50ml	10	2·00	—	—	sanitary towels size	0	5·544	—	0·15	Ovets 100mg	100	0·98	—	1·47
ampoules						(4 dz)	5·914	—	0·16	Opas (1335 Wigglesworth)				
2ml	10 x 10	1·95	—	—			(4 dz)	7·022	0·19	tablets roll	12	1·19	0·44	0·06
5ml	10 x 10	3·38	—	—			(4 dz)	6·653	0·24		(3dz)	(3dz)		
10ml	10 x 10	5·70	—	—			(3 dz)	5·729	0·31	Optima (16 AGL)				
20ml	5	0·85	—	—			(2 dz)	—	—	cameras				
1·5% plain 25ml	5	0·88	—	—	Menopax (894 Nicholas)	ts4B				Sensor 200				42·59½
cartridge 2ml	100	2·07	—	—	cream	20g	0·22	0·08	0·41	Orasecron (187 BS) ts4B				
topical 4% 25ml	12	2·26	—	—	tablets	60	0·25	0·09	0·46½	tablets	10	0·34	—	0·51
gel 1% & 2% antiseptic					forte	60	0·24	—	0·36	25	0·71	—	—	1·06½
15ml		0·14	—	—	Metharbital (2 Abbott)					100	2·57	—	—	3·85½
Lilies of the Valley in Bloom (981 Picot)					bath essence	intro	0·23	0·13	0·48	Orlane (1145 Sirex)				
eau de toilette	10cc	2·05dz	1·13dz	0·35	25cc	0·34	0·19	0·71		lait a bronzer				1·95
spin-flow					54cc	0·57	0·31	1·18		sol a sol				1·50
perfume	miniature	2·87dz	1·58dz	0·49	dusting powder	flask	0·32	0·18	0·67	Ostermilk (518 Glaxo)				
	1oz	4·97dz	2·735dz	0·85	drum	0·57	0·31	1·18		Nos. 1 and 2	1lb	3·16dz	—	0·30
	1oz	8·78dz	4·83dz	1·50	hand and body lotion	0·34	0·19	0·71		Pabirex (848 Minnesota)				
	1oz	29·27dz	16·10dz	5·00	perfume	purse	0·53	0·29	1·11	diarrhoea mixture	200ml	1·83dz	0·67dz	0·27½
Linden Voss (261 Christy) existing entry					roulette	12cc	1·42	0·78	2·98	Paddi (1073 Robinson)				
Linden Voss (261 Christy)					skin perfume	intro	0·23	0·13	0·48	nappy liners	25	1·167dz	—	0·14½
anti-perspirant aerosol		8·03dz	2·94dz	1·25	25cc	0·34	0·19	0·71		50	2·00dz	—	—	0·25
cream		6·75dz	2·475dz	1·05	54cc	0·57	0·31	1·18		100	3·70dz	—	—	0·46
roll-on		6·75dz	2·475dz	1·05	108cc	0·92	0·51	1·94		Pagan (981 Picot)				
Liquifruta (1102 Sanitas)					175cc	1·20	0·66	2·52		eau de toilette	10cc	2·05dz	1·13dz	0·35
108cc		1·48dz	0·545dz	0·21	spray mist aerosol	0·57	0·31	1·18		spin-flow				
330cc		2·75dz	1·01dz	0·39	Minadex (518 Glaxo)					perfume	miniature	2·87dz	1·58dz	0·49
with honey	108cc	1·62dz	0·595dz	0·23	syrup	200ml	0·16	—	0·22	1oz	4·97dz	2·735dz	0·85	
	330cc	3·17dz	1·16dz	0·45	400ml	0·29	—	0·40		1oz	8·78dz	4·83dz	1·50	
medica	108cc	1·62dz	0·595dz	0·23	2l	0·90	—	—		1oz	15·80dz	8·69dz	2·70	
	330cc	3·17dz	1·16dz	0·45	Mini Sax (430 Eucryl)					1oz	29·27dz	16·10dz	5·00	
capsules †		1·575dz	—	0·17½	tablets	200	0·68dz	—	0·08½	Palaprin (187 BS)				
pastilles		1·165dz	0·425dz	0·18	Monsieur Worth (1350 Worth)					tablets forte	100	0·85	—	1·27½
L'Oreal (525 Golden)					soap	4½oz	—	—	1·25	Paralgin (901 Norton) †DDI				
bleach		1·92dz	1·06dz	0·32	Motival (1176 Squibb) ts4B					(distributors 1545 Vestric)				
Lotus (903 NPU) existing entry					tablets	100	1·68	—	—	tablets	100	0·55	—	—
Lotus (903 NPU)					NaClex (518 Glaxo)					500	2·50	—	—	—
bath crystals		0·585dz	0·325dz	0·10	tablets packs of 500					Parisilon (1061 Riker) T5				
bath cubes (6)		0·645dz	0·355dz	0·11	Nembu-Donnal (2 Abbott)					tablets 2·5mg	30	0·65	—	—
bath salts		0·975dz	0·54dz	0·16½	Neobacrin (518 Glaxo) T5					300	5·70	—	—	—
bubble bath	255cc	1·62dz	0·595dz	0·25	ointment	3·5g	0·08	—	—	7·5mg	30	1·50	—	—
cleansing cream	26g	0·88dz	0·485dz	0·15	Neo-Cytamen (518 Glaxo)					300	13·50	—	—	—
	112g	1·29dz	0·71dz	0·22	ampoules	250µ	1ml x 5	0·12	—	Paterson (673 J of H)				
deodorant aerosol	84g	1·44dz	0·795dz	0·24½	1000µ	1ml x 5	0·24	—	0·32	Acufix fixer	250ml	—	—	0·36
feminine	54g	1·745dz	0·96dz	0·29½	Neo-Mercazole (187 BS)					500ml	—	—	—	0·60
roll-on	56cc	1·17dz	0·645dz	0·20	tablets	100	0·65	—	0·97½	1000ml	—	—	—	1·08
hair spray	142g	1·34dz	0·74dz	0·23	500	2·78	—	—	4·17	4·5ml	—	—	—	3·04½
hand lotion	340g	2·35dz	1·295dz	0·40	Nestle (451 F & J)					Acuprint developer	250ml	—	—	0·37½
nail polish remover	255cc	1·17dz	0·645dz	0·20	Wisp-Comb		2·19dz	1·205dz	0·37½	500ml	—	—	—	0·67½
shampoo's		1·03dz	0·57dz	0·18	Neutraddon (187 BS) ts7					1000ml	—	—	—	1·20
cream, egg & lemon,					powder	25g	0·11	—	0·16½	4·51	—	—	—	3·49½
family, herb, protein					100g	0·30	—	—	0·45	Acuspeed FX-20	250ml	—	—	0·43½
	255cc	0·96dz	0·355dz	0·15	tablets	120	0·70	—	1·05	developper	500ml	—	—	0·70½
talcum	165g	0·88dz	0·485dz	0·15	Neutraddon Sed (187 BS) ts1					1000ml	—	—	—	1·24½
	250g	1·07dz	0·59dz	0·18	powder	100g	0·48	—	0·72	Acustop stop bath	55ml	—	—	0·19½
	440g	1·28dz	0·705dz	0·22	tablets	50	0·34	—	0·51	500ml	—	—	—	0·63
Lucozade (103 Beecham) existing entry					60	—	—	—	—	500ml	—	—	—	0·54
Lucozade (103 Beecham) 12 case rate					Nikini (1073 Robinson)					Acutol developer	500ml	—	—	0·94½
small	1·255	0·20	0·08*		sanitary garment	pink	4·381dz	0·602dz	0·54	1000ml	—	—	—	0·28½
	(2dz)	(2dz)			white	3·002dz	0·412dz	0·37		2·25l	—	—	—	0·54
large	1·705dz	0·315dz	0·20*		pads	12	4·32	—	0·12	4·51	—	—	—	0·85½
					Nivea (1164 55L)					FX-18 developer	4·51	—	—	0·64½
					after sun soother	1509	2·372dz	1·254dz	0·38	regenerator	4·51	—	—	0·64½
Marina (786 Macdonald)					sun milk jumbo	1503	4·891dz	2·558dz	0·77½	cleaning solution	225ml	—	—	0·21
holdalls	177	2·21dz	0·805dz	0·34½	Norflex (1061 Riker) ts4B					printing outfit		—	—	5·34
	182	2·95dz	1·08dz	0·46	tablets packs of 500					developing outfit		—	—	4·99½
	184	3·34dz	1·225dz	0·52	Novasapa (970 PM)					developing tanks		—	—	1·89
sponge bags	161	0·57dz	0·32dz	0·09½	500ml	4·44dz	—	—	0·46	35mm		—	—	1·65
	162	0·57dz	0·32dz	0·09½	2l	1·22	—	—	1·51	multi-unit 1		—	—	2·07
	163	0·94dz	0·51dz	0·16	4l	2·25	—	—	2·78	2		—	—	2·61
	164	1·09dz	0·60dz	0·19	Novaseptic (970 PM)					3		—	—	2·02½
	165	0·57dz	0·32dz	0·09½	Novutox (970 PM) existing entry					universal		—	—	5·74½
	167	1·24dz	0·68dz	0·21	Novutox (970 PM)					enlarging computer		—	—	—
Marmite (152 Bovril)					2% solution plain					thermal print mountant		—	—	—
2oz		0·95dz	—	0·09½	injection vial	50ml	0·21	—	0·26	175ml	—	—	—	0·58½
4oz		1·64dz	—	0·16½	2% solution with					500ml	—	—	—	1·33½
8oz		2·86dz	—	0·29	adrenaline ts4B	50ml	0·21	—	0·26	viewers				
16oz		5·34dz	—	0·54½						'126'		—	—	1·43
Mary Quant (876 MP)					Novaseptic (970 PM)					Design 101		—	—	2·09½
eyelashes					Novutox (970 PM) existing entry					66		—	—	4·28
fluffs		7·00dz	3·85dz	1·25	Novutox (970 PM)					22		—	—	3·14
Maws (810 Maw)					2% solution plain					pocket 2 x 2		—	—	1·02
Nursery Products					injection vial	50ml	0·21	—	0·26	6 x 6		—	—	1·48½
simpla teats		0												

	Trade £.p	Tax £.p	Retail £.p
Calac (307 C & G)			
16oz	5.68 (2dz)	—	0.31½
sonna (964 Personna)			
uper foam	2.17dz	0.795dz	0.34
rooming aids			
eyebrow tweezers	0.925 (10)	0.51 (10)	0.22½
nail clippers	0.925 (10)	0.34 (10)	0.22½
nail files	0.72 (10)	0.40 (10)	0.17½
oe nail clippers	1.025 (10)	0.38 (10)	0.25
utz (1136 Silber)			
ne film standard 8	—	—	1.52
colour reversal CU5 88	—	—	—
nurone (2 Abbott)			
l Nana (545 Grossmith)			
erfume 9cc	2.80dz	1.50dz	0.49
(103 Beecham) existing entry			D
(103 Beecham) 12 case rate			I
emon juice standard	1.695dz	0.315dz	0.19½*
large	2.69dz	0.545dz	0.31*
* Includes 0.025 for container			
aroid (989 Polaroid)			
amera Land	—	—	—
model 3000	—	—	D
ms type 42	—	—	1.40
47	—	—	1.50
ycrol (894 Nicholas)			
300ml	0.50	0.185	0.93½
tablets 200	1.40	0.512	2.61½
tablets 150	0.78	0.285	1.45½
y Lady (721 LC)			
ourant†	4.055	2.23dz	0.67
air spray	4.84dz	2.66dz	0.80
urmanent wave	2.965dz	1.63dz	0.49
etting lotion	1.15dz	0.635dz	0.19
oxylan (117BPL)			
el	0.32	0.117	—
age (76 Atkinson) existing entry			D
age (76 Atkinson)			I
arfum petit	—	—	0.97
mignon	—	—	2.25
mist	—	—	1.75
mini mist	—	—	0.93
arfum de toilette	—	—	1.43
ap (1)	—	—	0.23
alcum	—	—	0.57
caine (970 PM)			D
om (1242 Toni)			
ome permanent large	3.36dz	1.76dz	0.54
small	2.29dz	1.20dz	0.37
oller perm complete	4.04dz	2.12dz	0.65
refill	2.80dz	1.47dz	0.45
ants (690 Keldon)			
itch hazel 100ml	1.29dz	0.46dz	0.20
ickies (451 F & J)			
ot freshener pads	1.125dz	0.62dz	0.19
osh (103 Beecham) existing entry			D
osh (103 Beecham) 12 case rate			I
quashes	1.37dz	0.305dz	0.16
ffirm (385 DG)			
112cc	1.75	0.96	3.62
pane (525 Golden)			
ampoo large	3.88dz	1.42dz	0.59
ital (525 Golden) ‡			
air colourant	3.42dz	1.88dz	0.57
ntokil (1047 Rentokil)			
ird repellent	—	—	0.70
ry rot fluid	—	—	1.50
1gal	—	—	2.45
5gal	—	—	11.25
ood preservative			
1qt	—	—	0.80
1gal	—	—	1.45
1gal	—	—	2.40
5gal	—	—	11.00
oodworm fluid			
1pt	—	—	0.30
1pt	—	—	0.45
1pt	—	—	0.65
1qt	—	—	0.95
1gal	—	—	1.45
1gal	—	—	2.35
5gal	—	—	10.75
quick drying			
1pt	—	—	0.70
1qt	—	—	1.00
1gal	—	—	1.55
3gal	—	—	0.35
junior injector			
toria (1113 S & B)			
il free lotion	8.28dz	4.555dz	1.30
ail (848 Minnesota)			
ne lotion 110ml	2.00dz	0.733dz	0.30
one and nerve liniment			
see under BN.			
rightener toothpaste			
see under Brightener			
children's cough mixture			
125ml	1.33dz	0.49dz	0.20
ubber gloves unlined			D
usalate (1335 Wigglesworth)			I
aste 40g	1.68dz	0.62dz	0.23
ena (103 Beecham) existing entry			D
ena (103 Beecham) 12 case rate			I
lackcurrant drink			
standard	1.92dz	0.365dz	0.22½*
family	2.575dz	0.515dz	0.31*
*Includes 0.025 for container			

	Trade £.p	Tax £.p	Retail £.p
Right Guard (514 Gillette)			
anti-perspirant 130g	2.86dz	1.50dz	0.46
190g	3.48dz	1.83dz	0.56
deodorant 90g	2.67dz	1.40dz	0.43
135g	3.29dz	1.73dz	0.53
roll-on	2.18dz	1.14dz	0.35
refill	1.80dz	0.95dz	0.29
Rinstead (1333 WL)			
gel †	1.33dz	0.46dz	0.20
Roboleine (912 O)			
16oz	3.11dz	—	0.37
Rodine (1047 Rentokil)			
warfarin rat bait sachet (2)	—	—	0.25
large	—	—	0.75
7lb	—	—	1.50
14lb	—	—	—
Roger & Gallet (1076 R & G)			
Madame range			
soap 3oz	0.36	0.13	0.75
Sabona (1464 Sabona)			
rheumatic relief bracelet	—	—	1.50
Satura (385 DG)			
cleansing cream 115cc	0.35	0.19	0.73
cleansing lotion 170cc	0.61	0.34	1.27
freshener 170cc	0.61	0.34	1.27
moisture cream 30cc	0.42	0.23	0.88
55cc	0.75	0.41	1.57
lotion 58cc	0.68	0.37	1.42
1161cc	1.06	0.58	2.22
Algene			
body balm 116cc	0.79	0.43	1.64
face cream 14cc	0.39	0.21	0.81
30cc	0.66	0.36	1.38
55cc	1.15	0.63	2.40
58cc	0.66	0.36	1.38
facial balm			
Scotch (1500 MM & M)			
hair set tape	2.32dz	—	0.29
Sebril (763 Linfield) entire entry			D
Sebril (992 P & C)			I
dandruff lotion 50cc	2.86dz	1.02dz	0.44
Secret of the Sea (385 DG)			
cream 14cc	0.51	0.28	1.07
29cc	1.13	0.62	2.37
58cc	1.82	1.00	3.82
40cc	1.31	0.72	2.74
emulsion 29cc	0.66	0.36	1.38
Fashion Touch 54cc	0.66	0.36	1.38
mask			
Serum Gonadotrophon (930 P & B)			D
Shloer (103 Beecham) existing entry			D
Shloer (103 Beecham) 12 case rate			I
apple juice small	1.45	0.24	0.08*
(2dz)			
large	1.675dz	0.37dz	0.21
large	1.91dz	0.42dz	0.24
*Includes 0.015 for container			
Silvikrin (105 BTD)			
shampoos standard	0.855dz	0.315dz	0.12
economy	1.285dz	0.475dz	0.18
Sinthrome (501 Geigy)			
tablets 1mg 500	2.77	—	4.16
100	—	—	—
Skin Deep (76 Atkinson)			D
Skinfare (76 Atkinson)			D
S-M-A (1352 Wyeth)			
liquid 370ml	0.09½	—	—
powder 450g	0.32	—	—
Spastipax (894 Nicholas) †			
tablets 30	0.35	—	0.52½
250	0.61dz	0.135dz	0.09
Stag (848 Minnesota)			
after-shave lotion			D
Staycept (1186 Stayne)			D
Staycept (1584 Syntex)			I
(distributors 1545 Vestric)			
contraceptive jelly 80g	0.22	—	0.33
cream 75g	0.22	—	0.33
pessaries 10	0.20	—	0.30
applicator	0.20	—	0.30
Steriloderm (970 PM)			I
bactericidal gel			
tube 60g	0.16	0.06	0.26
dispenser 500g	1.93	0.27	2.65
refill 500g	0.73	0.27	1.07
Suba-Seal (479WF)			
air ring,			
hospital 16 in 1A25	1.19	—	1.78½
18 in 1A26	1.28	—	1.92
20in 1A27	1.39	—	2.09
bath mat 2B151	0.67	0.088	1.09½
baby bath mat 2B149	0.33	0.043	0.54
baby feeding set 1C50	1.063	—	1.59
baby feeders complete			
with teat			
mini-feeder 1C42	0.10	—	0.15
narrow neck 4oz 1C26	0.085	—	0.13
8oz 1C27	0.095	—	0.14½
8oz 1C30	0.125	—	0.19
8oz 1C60	0.175	—	0.26
8oz 1C62	0.20	—	0.30
wide neck 4oz 1C31	0.105	—	0.15½
4oz 1C715	0.20	—	0.30
4oz 1C71	0.11	—	0.16½
4oz 1C31L/C	0.135	—	0.20½
1C31M/C	0.135	—	0.20½
8oz 1C28L	0.12	—	0.18
8oz 1C29L	0.145	—	0.22
8oz 1C28L/C	0.15	—	0.22½
8oz 1C28M/C	0.15	—	0.22½

	Trade £.p	Tax £.p	Retail £.p
8oz 1C29L/C	0.175	—	0.26
8oz 1C29M/C	0.175	—	0.26
8oz 1C61	0.20	—	0.30
8oz 1C63	0.225	—	0.34
de luxe 1C47	0.32	—	0.48½
10oz 1C70M	0.145	—	0.22
10oz 1C70L	0.145	—	0.22
10oz 1C705	0.225	—	0.34
Staywarm 1C44	0.26	—	0.39
de luxe 1C48/49	0.38	—	0.56
baby bottles spare			
narrow neck 4oz 5A1	0.05	—	0.07½
8oz 5A2	0.06	—	0.09
8oz 5A33	0.085	—	0.13
wide neck 4oz 5A32	0.07	—	0.10½
8oz 5A30	0.085	—	0.13
8oz 5A31	0.11	—	0.16½
bottle stopper	0.025	—	0.03½
bottle cover & measure	0.03	—	0.04½
teat cover 5A44	0.03	—	0.04½
bed airer 1F2	0.26	—	0.39
bed bottle, polythene			
5A18	0.285	—	0.42½
male II 5A23	0.30	—	0.45
female II 5A24	0.41	—	0.61½
bed pan/urinal 5A50	0.465	—	0.70
bed pan, polypropylene			
5A19	1.46	—	2.19
breast reliever 1C3	0.445	—	—
douche, closed mouth			
1A19	0.92	—	1.38
fountain 1A18	0.60	—	0.90
enema 1C16	0.515	—	—
eye dropper unit 3B51	0.10	—	—
friction body massager 2B154	0.61	0.08	0.99
hot water bottles			
children's shapes			
bear cub and dog			
toby	0.40	—	0.60
Coverlette cot	0.41	—	0.57½
father bear	0.43	—	0.64½
suba luxe cot	0.625	—	0.90
suba cosy cot	0.53	0.035	0.75
streamline cot	0.21	—	0.31½
standard cot	0.20	—	0.30
No. 3 standard with			
handle	0.36	—	0.54
No. 4 giant	0.50	—	0.75
Comet	0.385	—	0.57½
Coverlette	0.51	—	0.75
Gaywarm	0.36	—	0.54
Streamline	0.40	—	0.60
Suba-Alpha	0.33	—	0.49½
Suba-Cosy	0.75	0.051	1.05
Suba-Luxe	1.08	—	1.55
Suba-Flora, perfumed	0.36	—	0.54
Suba-Royal	0.385	—	0.57½
Suba-Line	0.385	—	0.57½
screw type			
Alpha-Beta	0.33	—	0.49½
Coverlette	0.51	—	0.75
Warmline No. 3	0.40	—	0.60
Pennant No. 3	0.35	—	0.52½
Bara Royal	0.385	—	0.57½
Baraline	0.385	—	0.57½
Duchess	0.33	—	0.49½
Rayline	0.40	—	0.60
Saturn	0.385	—	0.57½
Suba plastic	0.30	—	0.45
spare stopper,			
standard size	0.07	—	0.10½
cot size	0.045	—	0.07
popular "P" range			
Bara	0.28	—	—
Bara Ray	0.295	—	—
Beta	0.275	—	—
Suba Ray	0.295	—	—
Suba Star	0.28	—	—
ice-pack, round			
1A20	0.42	—	0.63
measuring jug 5A4	0.065	0.09	0.10½
mini-soother			
with plastic ring 1C36	0.028	—	0.40
1C36B	0.04	—	0.06
powder blower			
1C9	0.245	—	0.36½
shampoo spray			
2B150	0.85	0.112	1.39
2B1505	0.68	0.089	1.11
soothers all rubber			
1C53	0.07	—	0.10
Suba comb and			
massager 5B2	0.045	0.016	0.08½

	Trade £.p	Tax £.p	Retail £.p
Suede (981 Picot)			
eau de toilette			
spin flo	10cc	2.05dz	1.13dz 0.35
perfume	miniature	3.45dz	1.90dz 0.59
	1/2oz	6.14dz	3.375dz 1.05
	1/2oz	10.83dz	5.955dz 1.85
	1/2oz	18.73dz	10.30dz 3.20
	1oz	33.07dz	18.19dz 5.65
Sugaree (1375 SACL)			
Barbados muscovado	6.50	—	0.17
	(4 dz)	—	—
Demerara	5.00	—	0.13
	(4 dz)	—	—
white granulated	6.14	—	0.16
	(4 dz)	—	—
Supersoft (1038 R & C)			
shampoo	sachet	0.845	0.31 0.03
	(4 dz)	(4 dz)	—
wig cleaner	2.97dz	—	0.33
Sweetbreaths (912 O)	0.61dz	0.135dz	0.09
Sweetex (751 LL)			
dispenser	250	1.36dz	— 0.15
Tabac Original (443 Eylure) existing entry			
Tabac Original (443 Eylure)			
after shave lotion	15cc	—	0.30
	47cc	—	0.60
	90cc	—	0.89
	163cc	—	1.45
	305cc	—	2.63
	114cc	—	1.00
plastic	—	—	1.05
after shave balm	—	—	0.63
deodorant stick	21g	—	0.79
	36g	—	1.16
spray	84g	—	1.65
	147g	—	0.65
talc	35g	—	0.67
eau de Cologne	47cc	—	0.85
	90cc	—	1.46
	163cc	—	2.75
	305cc	—	1.10
plastic	114cc	—	0.76
hair cream	tube	—	—
hair tonic lotion oily or	—	—	—
dry	90cc	—	0.66
	163cc	—	1.05
pre-shave lotion	47cc	—	0.60
	90cc	—	0.89
	163cc	—	1.45
shaving bowl	—	—	1.51
shaving cream lather	—	—	0.57
brushless	—	—	0.57
shaving foam	80g	—	0.91
	135g	—	1.33
shaving stick	—	—	0.55
refill	—	—	0.48
soap toilet (1)	—	—	0.48
(3)	—	—	1.45
raffia bag (3)	—	—	1.45
soap bath (1)	—	—	0.73
(3)	—	—	2.17
raffia bag (1)	—	—	0.73
Tame (1242 Toni)			
creme rinse	60g	1.37dz	0.72dz 0.22
	112g	2.05dz	1.08dz 0.33
Terpalin (901 Norton) †			
(distributors 1545 Vestric)			
	500ml	0.78	—
	2l	3.00	—
Tertroxin (518 Glaxo) †s4B			
tablets	100	0.18	—
The Blue Train (981 Picot)			
eau de toilette			
spin-flo	10cc	2.05dz	1.13dz 0.35
perfume	miniature	2.87dz	1.58dz 0.49
	1/2oz	4.97dz	2.735dz 0.85
	1/2oz	8.78dz	4.83dz 1.50
	1/2oz	15.80dz	8.69dz 2.70
	1oz	29.27dz	16.10dz 5.00
Theodrox (1061 Riker)			
tablets	packs of 1000	—	—
Thiaver (1061 Riker) †s4B			
tablets	packs of 500	—	—
Thru (848 Minnesota) †			
jel	50g	2.10dz	— 0.25
liquid	55ml	2.10dz	— 0.25
	2oz	—	—
Tillotts (1237 Tillott)			
white tar ointment	2.85dz	1.045dz	0.45
Tintette (525 Golden) †			
	3.18dz	1.74dz	0.53
Tiny Tot (848 Minnesota)			
cough mixture	55ml	1.00dz	0.367dz 0.15
diarrhoea mixture	60ml	1.00dz	0.367dz 0.15
	55ml	—	—
Tomme Tippee (1412 Jackel)			
animal toys	0.15	0.055	0.27½
trainer mug two-handed	0.15	0.02	0.24½
Toni (1242 Toni)			
home permanents			
regular, super or gentle	4.04dz	2.12dz	0.65
tip	2.67dz	1.40dz	0.43
spin curlers			
regular, midget (12)	1.57dz	0.55dz	0.23
Sofspin (9)	2.09	0.73	0.23
	(1½dz)	(1½dz)	—
Topilar (1584 Syntex) TS			
cream	15g	0.30	— 0.45
	30g	0.585	— 0.87½
	100g	1.50	— 2.25
	500g	6.25	—

	Trade £.p	Tax £.p	Retail £.p
Tranazine (208 BW) †			
Travisa (848 Minnesota)			
Tress (525 Golden)			
wave set	large	1.92dz	1.06dz 0.32
Tricloryl (518 Glaxo) †s4B			
syrup	100ml	0.28	—
tablets	100	0.75	—
Trust (103 Beecham) existing entry			
Trust (103 Beecham) 12 case rate			
dog or cat tablets	1.36	0.30	0.03½
	(6dz)	(6dz)	—
Tully (16 AGL)			
flash guns K & M	—	—	4.71
Twice as Lasting (525 Golden)			
hair style retaining lotion			
No. 1 or 2	small	0.66dz	0.36dz 0.11
for greasy hair	small	0.66dz	0.36dz 0.11
	large	2.34dz	1.28dz 0.39
with colour	—	0.66dz	0.36dz 0.11
Ulcagel (1333 WL)			
Ulter (1256 Ulter) existing entry			
Ulter (1256 Ulter)			
stomach tablets	20	2.03dz	0.74dz 0.30
	40	3.88dz	1.42dz 0.50
	100	8.78dz	3.22dz 1.25
	500	3.94	—
Vascardin (894 Nicholas)			
tablets	100	1.01	— 1.51½
Velouty (379 Dixor)			
powder cream	tube	0.79dz	0.435dz 0.14
	—	1.30dz	0.715dz 0.23
	—	2.53dz	1.39dz 0.44
	jar	2.36dz	1.30dz 0.40
Vesagex (970 PM) existing entry			
Vesagex (1335 Wigglesworth)			
antiseptic ointment	60g	2.04dz	— 0.20
	500g	0.59	— 0.73
dispenser	500g	1.79	— 2.07
refill	500g	0.59	— 0.73
Waft (893 Nicholas)			

	Trade £.p	Tax £.p	Retail £.p
Amytal (413 Lilly) †s4A			
Pulvules with ephedrine	100	0.33	— 0.50
Anectine (208 BW)			
(distributors 218 Calmic)			
Insert †s4B			
Baby Life (79 BLP)			
baby pants	N.20	1.58dz	— 0.19½
Candy	N.20X	1.58dz	— 0.19½
ex. large	N5	1.32dz	— 0.16½
handy twin	No. 141	1.13dz	— 0.14
bibs	50g	0.53dz	— 0.06
pleats	200g	1.20dz	— 0.14
Boblets (646 El) existing entry			
Boblets (786 Macdonald)			
coloured wool balls	50	0.70dz	— 0.09
	100	1.20dz	— 0.14
white	50	0.60dz	— 0.07½
	100	1.05dz	— 0.12½
Breviril 'M' (971 PSMB)			
Insert †s4B			
Cadbury (216 Cadbury)			
diabetic chocolate plain	1/4lb	1.41dz	— 0.15
Canon (1136 Silber)			
cameras still			
FT-QL body only	—	—	99.90
Canonet 28	—	—	29.97
case	—	—	2.97
Demi EE-17 with case	—	—	49.97
EE-28 with case	—	—	39.96
Dial II with case	—	—	46.99
cameras cine	—	—	184.86
814	—	—	14.97
case	—	—	59.97
250 with case	—	—	79.94
projector 5400	—	—	—
Cardinelli (226 CBP)			
eyelashes			
Aqua-Lash	0.345	0.19	0.73
Clomid (838 Merrell)			
Insert †s4B			
Correx (1136 Silber)			
developing tank	35mm	—	2.47
	120	—	2.17
Cyclax (341 Cyclax)			
beauty pressed refill	—	—	0.63
puffs	—	—	0.17
bronzing lotion	—	—	0.96
confidence roll-on	—	—	0.74
aerosol	—	—	0.87
eyeshadow applicators	—	—	0.13
Gay Chiffon	—	—	—
Joie de Vivre	—	—	0.62
bath cubes	—	—	1.11
bath powder	—	—	1.59
with puff	—	—	1.11
bath salts	—	—	0.87
hand lotion	—	—	1.46
skin perfume	—	—	1.46
spray mist	—	—	0.33
soap bath (1)	—	—	0.66
palm (3)	—	—	—

	Trade £.p	Tax £.p	Retail £.p
Woodwards (1346 Woodward)			
baby cream	220g	2.34dz	— 0.26
baby-wipes	(6)	2.04	0.28 0.12
	(2dz)	—	—
brush and comb set	—	1.74dz	0.64dz 0.27
diarrhoea mixture	—	1.48dz	0.545dz 0.21
gripe water	—	1.48dz	0.545dz 0.21
teething balm	—	1.29dz	0.475dz 0.20
Xylotox (970 PM) existing entry			
Xylotox (970 PM)			
dental solutions, plain or with			
adrenaline or nonadrenaline			
(solutions with adrenaline or nonadrenaline †s4B)			
2% cartridge 1.8ml	100	2.70	—
2ml	100	2.12	—
injection vial	50ml	0.33	—
1½% cartridge 2ml	100	2.12	—
4% topical	25ml	0.24	—
extra paste	15g	0.27	—
	15g	0.14	—
jelly	30g	0.25	—
normal paste	15g	0.22	—
ointment	15g	0.19	—
	30g	0.32	—
oral 2%	200ml	0.72	—
spray 10%	85g	1.49	—
Yardley (1355 Yardley)			
eye make-up flowliners	—	0.458	0.25 0.94
Zypanar (61 APC)			
granules	200g	1.80	— 2.70
	500g	4.00	— 6.00

AMENDMENTS TO KEY TO SUPPLIERS
 51 ACP= Anti-Cellulite Products Ltd, 8 Green Street, Park Lane, London, W.1. 01-629 4469.
 162 Bragg=J. L. Bragg, Tower Street, Ipswich, Suffolk Ipswich S2714.
 325 C-A=Crookes-Anestan Ltd, Telford Road, Houndmills Estate, Basingstoke, Hants. 0256 3212.
 348 Dalton=Dalton Supplies Ltd, Nettlebed, Henley-on-Thames, Oxon, RG9 5AB. Nettlebed 457.
 1336 WJ&C=Wilcox, Jozeau & Co Ltd, 6 Mercer Street, London, W.C.2. 01-836 9597.

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p
lipsticks new range	—	—	0.72
Nuit d'Or	—	—	—
bath cubes	—	—	0.62
bath powder	—	—	1.11
with puff	—	—	1.59
hand lotion	—	—	0.87
skin perfume	—	—	1.46
metered spray refill	—	—	1.46
fluted spray	—	—	1.83
spray mist	—	—	1.46
soap bath (1)	—	—	0.33
palm (3)	—	—	0.66
Sandalwood	—	—	—
sunproof cream	—	—	0.87
Durex (774 LR)			
Gossamer plain (3) R194	4.25	—	0.19
(48pkts)	—	—	—
Erythroped (2 Abbott) TS			
granules for suspension			
pro. infans	100ml	4.20dz	— 0.53
Eylure (443 Eylure)			
eyelashes Miss Eylure			
wash 'n wear	3.84dz	2.01dz	0.65
French of London (481 F&S)			
brush	2.80dz	1.54dz	0.46
Bonne Idee	28g	1.15dz	0.635dz 0.21
First Choice	28g	1.15dz	0.635dz 0.21
French Buoyance	tube	1.43	0.785 0.09
	(3dz)	(3dz)	—
	57g	1.74dz	0.955dz 0.32
shampoos cream			
French herb, lemon,			
olive oil	sachet	1.45	0.53 0.08
	(3dz)	(3dz)	—
	57g	1.20dz	0.44dz 0.20
	112g	1.98dz	0.73dz 0.33
shampoos liquid			
Bonne Sante, French herb,			
lemon, olive oil, plus			
egg, rum	sachet	1.45	0.53 0.08
	(3dz)	(3dz)	—
	26cc	0.80dz	0.295dz 0.13
	110cc	1.98dz	0.73dz 0.33
soap	72g	1.08dz	0.395dz 0.17
spray set aerosol	164g	3.26dz	1.795dz 0.60
	385g	4.80dz	2.64dz 0.85
Glucagon (413 Lilly)			
ampoules 10mg	I	4.71	— 7.06
Halina (1136 Silber)			
cameras cine			
Super 8	—	—	16.97
Halina-matic outfit	—	—	25.37
cameras still			
Easy-matic	—	—	5.47
case	—	—	1.27
outfit	—	—	6.19
Easy-matic computer	—	—	7.97
case	—	—	1.27
outfit	—	—	8.69
300	—	—	10.97
Colour Pack	—	—	8.97
case	—	—	1.97

	Trade £·p	Tax £·p	Retail £·p	
Paulette outfit	—	—	19.95	I
Paulette electric case	—	—	2.47	R
outfit	—	—	23.77	A
Simplette Auso EE case	—	—	7.97	R
Simplette F case	—	—	1.97	A
projector	—	—	1.47	A
Halinamat 300 sewers	—	—	19.95	
Ambassador	—	—	1.47	R
Paramount	—	—	2.97	
Table	—	—	1.97	
stantin (208 BW)				D
ream				C
n Sorelle (669 Sorelle)				
ch salts				
posy holder 1034	2.25dz	1.24dz	0.38	
bubble bath				
Eastern bird 1006	2.60dz	0.95dz	0.40	
itting or lying doll 933	3.45dz	1.465dz	0.53	
spiral bottle 71	1.95dz	0.716dz	0.30	
ass cotton wool bowl 1060	3.95dz	1.30dz	0.60	
arinabad bath gel 1011	4.20dz	1.54dz	0.65	
ovelty range				
children's set 304	3.90dz	1.07dz	0.58	
ippy duck floating soap				
dish with soap 5080	4.50dz	1.68dz	0.70	
onkey with soap lemons 414	6.45dz	2.365dz	1.00	
lobe with soap 420	4.80dz	1.76dz	0.75	
uardsman 409	2.75dz	1.005dz	0.43	
Hector's house 300	1.25dz	0.45dz	0.19	
herbal soap 403	5.80dz	2.125dz	0.90	
oliceman 408	2.75dz	1.005dz	0.43	
hades of pink hanger 93	1.55dz	0.73dz	0.25	
gift set 95	3.10dz	1.42dz	0.50	
itting or lying doll 418	3.40dz	1.245dz	0.53	
oap palette 406	4.10dz	1.50dz	0.63	
ravel soap 308	1.10dz	0.396dz	0.17	
ium Durules (68 Astra)				
blets 100	0.30	—	—	
500	1.38	—	—	
lex (413 Lilly)				
ilvules 250mg 100	13.50	—	20.25	C
blets - 500mg 20	5.53	—	8.30	
ton Ferrous (413 Lilly)				
ilvules 84	0.35	—	0.53	I
ina (786 Macdonald)				
onge bags 168	2.01dz	1.10dz	0.34	A
169	1.11dz	0.85dz	0.19	
ti-Rex (1136 Silber)				
posure meter & case	—	—	21.97	A
obromol (117 BPL)				
sert ts4A				

	Trade £·p	Tax £·p	Retail £·p	
National (1136 Silber)				
flashguns (capacitor)	—	—	3.57	A
Dynamo	—	—	2.34	
PB35	—	—	—	
flashguns (electronic)	—	—	7.97	I
PE182	—	—	9.97	
PE184	—	—	6.73	R
PI-3	—	—	—	D
Optomax (1136 Silber) existing entry				I
Optomax (1136 Silber)				
exposure meter	—	—	5.47	
sunglasses polarised	—	—	1.93	
P.I	—	—	2.20	
G.I	—	—	1.93	
U.I	—	—	1.93	
U.5	—	—	1.93	
U.12	—	—	1.93	
G.2	—	—	1.93	
G.16	—	—	2.20	
44	—	—	1.37	
64	—	—	1.37	
65	—	—	1.37	
clip-on				
Orap (666 Janssen)				
Insert ts4B				
Perutz (1136 Silber)				
cine film standard 8	—	—	1.22½	R
black & white				
Rynacrom (1530 Fisons)				
capsules with insufflator	3.15	—	4.72½	
100				
Scholl's (1108 SMC)				
51	2.40dz	0.88dz	0.37	C
Scoline (34 A&H)				
Insert ts4B				
Sedatussin (413 Lilly)				
2.25l	1.30	0.47	2.42	C
Thovaline (1575 Ilon) 30g	0.095	0.03	0.17½	C
Tribrissen (208 BW)				
piglet suspension 200ml	3.38	—	4.50	

AMENDMENTS TO KEY TO SUPPLIERS
963 P5L = Personal Supports Ltd, 138 North Sherwood Street, Nottingham NG1 4ES. 0602-46462.

Stop press			
10 Hour (333 Cupal)			
powders	0.865dz	0.29dz	0.13½ C
Astral (333 Cupal)			
aerosols	—	—	0.21 ●
Mimosa blossom	—	—	— D
Apple blossom	—	—	— D
kitchen deodorant	—	—	— D
Cupal (333 Cupal)			
adult cough balsam	—	—	— D

	Trade £·p	Tax £·p	Retail £·p	
baby pain elixir	—	—	—	D
child's pain & fever elixir	1.025dz	—	0.13½	I
linseed liq. compound				
lozenges 2k	0.575	—	—	
mouth ulcer tablets † 15	0.91dz	—	0.12½	
Flurex (333 Cupal)	1.68dz	0.47dz	0.21	C
Haemorex (333 Cupal)	1.475dz	0.49dz	0.24	C
Harvester (211 Butler)				A
malt and oil 11b	2.04dz	—	—	
21b	3.84dz	—	—	
Meltus (333 Cupal)				
adult cough mixture 4oz	1.35dz	0.45dz	0.20½	C
Mentholatum (836 Mentholatum)				A
balm tin	0.58dz	0.21dz	0.08½	
jar	1.35dz	0.50dz	0.20	
tube	1.35dz	0.50dz	0.20	
deep heat rub	1.75dz	0.64dz	0.26	
	2.50dz	0.915dz	0.37	
	3.25dz	1.19dz	0.47	
Natural Wonder (1052 Revlon)				
eye make-up kit	—	—	1.45	●
Niknax (519 Global)				I
tights	3.65dz	—	—	
Miss Niknax	3.37dz	—	—	
Norton (900 Norton)				
gift sets				
Pretty Miss PN6	4.02dz	1.80dz	0.65	●
PN7	5.20dz	2.86dz	0.89	
PN9	4.43dz	2.04dz	0.72	
Rotoids (937 Parisek)				D
Revlon (1052 Revlon)				
eye shadow set	—	—	1.25	●
Z.P.11 shampoo tube	—	—	0.60	●
Rifadin (1444 Lepetit) T5				C
capsules 150mg 100	15.27	—	22.90½	
300mg 100	30.54	—	45.81	
Robinsons (1449 R & CFD)				
mixed cereal 6oz	1.055dz	—	0.11	
ready cooked groats 6oz	1.055dz	—	0.11	
8oz	—	—	—	D
Salactol (1454 Dermal) packs				●
wart paint 2 × 10ml	0.60	—	—	
Secto (333 Cupal)				
ant & wasp killer	—	—	0.25	●
hair emulsion	—	—	—	D
Senokot (1037 Reckitt)				
syrup 100ml	0.14	—	0.21	●
150ml	—	—	—	D
Sparklets (183 BOC)				
"J" type bulb refills	—	—	—	D
Vaseline (256 CPL)				
intensive care lotion				
med 2.51dz	1.27dz	0.39	●	
large 3.16dz	1.61dz	0.49		
Vitarnin (Grossmann (163 Bramwell))				A
effervescent tablets 10	4.62dz	—	0.58	

therapeutic—pharmacological index

following products to be added under the
ifications stated:

- 1) Zypanar
- 2) Kalium Durules
- 3) Folex-350-C
- 4) Complamex
- 5) Pripsen
- 6) Welldopa

- 13(i) Motival
- Nobrium
- Tacitin
- 15(b) Linctifed
- 15(c) Rynacrom
- 17(g) Zincomed
- 17(j) Salactol
- 18 Vibriomune-M

INTER-ALIA

GENERIC

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IA-PRAM	25 mg.	£0.77	£1.44	£2.77
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IN-SONE	1 mg.	£0.20	£0.35	£0.67
(Prednisone B.P.)	5 mg.	£0.58	£1.13	£2.22
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Don't despise the razor blade

by A. F. L. Deeson MA PhD DSc

You'll never make your fortune selling razor blades, it's true. But if you estimate the turnover you get from them, quite effortlessly, year by year, you will find they make a modest but steady contribution to your total turnover. And if you buy cleverly, taking advantage of the many offers in this field, you can do even better.

Best of all, perhaps, blades take up so little room and you only have to show them to sell them. But *do* make sure you display them prominently and make full use of the packs and presentations available from the manufacturers. Many customers go into the chemist for something else and are then reminded by a display that they are nearly out of blades and purchase accordingly.

A big market

Humble though the razor blade may be, somewhere over 500 million units are sold in the UK market each year to a retail value of £15-£16 million. In theory there are over 22.4 million customers—the number of males over 15—but about 22-25 per cent of these regularly use an electric shaver.

In spite of the recent trend to beards and moustaches the fashion is for sculp-

tured effects so that at least a part of the face is shaved regularly. There is also a notable trend to better grooming which makes for an increasing use of razor blades. And in spite of the fact that "hippies", the general exception to this rule, seem to be on every street corner, they really represent a very small proportion of the total male population.

However, it is true that after some notable increases in usage in the mid-sixties the market is today relatively static in terms of volume, mainly due to the increasing influence of the stainless steel blade with its longer life.

The sale of razor blades in this country is shared among chemists, supermarkets and grocers, chain stores, hairdressers, newsagents and tobacconists. The latest report from *Self Service Times* shows the following percentage distribution in units during 1970:

Grocers and supermarkets	28.0
Boots and Woolworths	24.0
Chemists	20.5
Hairdressers	12.0
Newsagents and Tobacconists	8.5
Others	7.0
	100.0

On the other hand, *Retail Business* for January 1971 quotes a strikingly different

result obtained in a survey undertaken in March 1969 by European Research Consultants Ltd.

Multiple chemists	22
Independent chemists	17
Woolworths	15
Supermarkets	14
Barbers	9
Grocers	5
Department stores	3
Bazaars	2
Others	6
Don't know	7
	100

Because of this startling discrepancy we carried out a mini-survey of 50 men in the London area which produced this result:

Multiple chemists	14
Independent chemists	13
Hairdressers	10
Supermarkets	9
Tobacconists	2
Don't know	2
	50

Although proportionately our figures and those obtained by European Research Consultants Ltd for multiple and independent chemists are strikingly similar the brand leaders, on the basis of their own sales, incline towards those produced by *Self Service Times*. Traditionally, the retail outlets for razor blades have been the chemist and the hairdresser who between them had 50 per cent of the market in 1965.

If there has been a falling away since then it is possible that sales have now steadied, although a constant threat is the fact that 30 per cent of all blades sold are to women buying on behalf of the men in their families—and the majority of these tend to buy in the supermarkets or grocers.

Brand leaders

Since 1964 the UK razor blade market has been characterised by a fierce struggle between Gillette and Wilkinson Sword, which has helped the retailer because many small companies have gone by the board and thus it is possible to concentrate on fewer brands without losing business.

In 1970 Wilkinson Sword were leading the market (according to *Retail Business*) with 42 per cent of unit sales. Gillette Platinum and Super Silver were not far behind with 38 per cent. But if Gillette Techmatic is added Gillette have 47 per cent. Then there is a long drop to Personna (4 per cent); Schick (1 per cent). Gillette "7 O'Clock", Blue Extra, Jewell and various private labels together account for 7 per cent.

Gillette's Techmatic may seem small fry at the moment but sales doubled in 1970 and the adjustable cartridges could be big money spinners in the future. After a slow start heavy advertising has claimed a million Techmatic users. Offers

Continued on page 777

New Vaseline Intensive Care Lotion takes intensive care of your profits!



New Vaseline® Intensive Care Lotion is a brand new light and deep-soothing hand lotion—made with all the authority of Chesebrough-Pond's.

And it looks like being another sure winner. Vaseline Intensive Care Lotion has just come hot from an outstandingly successful test market. And now we're all set for the same success nationally.

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✱ **A 5p OFF coupon in "Family Circle".**

✱ **An intensive television burst later in the year. Right in time for the winter sales peak.**

So stock up now with New Vaseline Intensive Care Lotion
and take intensive care of your profits.

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NCK

Continued from page 775

are worth noting—a recent one gave 5 per cent extra off pillarpacks.

Currently, Wilkinson Sword are area-testing their new Bonded razor which also works on a revolutionary principle—a blade bonded between plastic. This may well be the Wilkinson answer to the Techmatic.

"Own brands" are a growing menace to the independent chemist. Because of strong brand loyalty they have not been very important in the past but Woolworth, Boots and Tesco are now offering stainless steel blades at prices far below those of Gillette and Wilkinson Sword. Tesco has claimed that sales of their own razor blades have been 30-40 per cent higher in 1970 than in 1969.

Neither Gillette nor Wilkinson Sword sell own label brands and Personna probably produce most of the blades for this market.

Although Schick have only 1 per cent of the market, it is worth noting that their injector blades are sold only through chemists.

Price cutting

This is the biggest bugbear for the independent chemist. Last year, Woolworth, Boots and many of the supermarkets sold consistently below recommended prices and, checking prices in February 1971, we found that it was always more expensive to buy from an independent chemist—anything up to 3p on a five-blade packet.

There seems to be little doubt that the brand leaders extend their discount range for large customers and there is very little the independent chemist can do, except take advantage of all the offers available and then use them, at any in rate in part, to reduce retail prices.

For example, Wilkinson Sword have a redemption pack offer open at the time of writing which allows 12½p on pillarpacks and 25p on Swordpacks.

Manufacturers' support

In 1970 Gillette were by far the largest advertisers, spending rather more than £1 million in total, including Techmatic, for which some heavy advertising is certain during 1971. Wilkinson Sword spent rather more than £½ million in 1970. These are big figures on a total £15-£16 million retail market and reflect the continuing Gillette-Wilkinson "war."

Pillarpacks such as those produced for Techmatic make effective displays occupying the minimum of space. The Wilkinson "Multicard" is also attractive and allows stock to be attached to a larger backing card, making price marking a much easier operation and giving greater display impact. Wilkinson Sword have also designed specific display promotions for chemists—for example last year military miniatures were featured. Personna currently have display stands, showcards and window stickers available.

Undoubtedly keen prices—taking advantage of offers as they become available—and good display (bearing in mind relatively few people come into your shop specifically to buy blades) are the keys to satisfactory sales of a basic product.



... but look out for the pitfalls

A poster displayed outside a supermarket announced 1s off the giant size of a detergent. A customer seeing the poster went in to buy a packet. Being unable to find any specially marked packets he bought an ordinary packet marked at the usual price but, to his annoyance, was not given the 1s off.

He complained to the local Weights and Measures inspector who instituted a prosecution under s.11(2) of the Trade Descriptions Act 1968. This provides that if any person offering to supply goods gives, by whatever means, any indication likely to be taken as an indication that the goods are being offered at a price less than that at which they are in fact being offered, he shall, subject to the provisions of this Act be guilty of an offence. These were the facts of *Tesco Supermarkets Ltd v Natrass*.

Tesco pleaded the statutory defence under s.24(1) which provides a defence if the person charged can prove either (a) that the commission of the offence was due to a mistake or to reliance on information supplied to him or to the act or default of another person, an accident or some other cause beyond his control; or (b) that he took all reasonable precautions and exercised all due diligence to avoid the commission of the offence by himself or any person under his control.

Tesco pleaded the defence as the act or default of another person, the manager. The magistrates held that the offence was committed due to the default of the manager and an assistant, but rejected the company's use of the statutory defence on the grounds that the manager was not another person but represented the company in his supervisory capacity. The company were therefore responsible for his lack of due diligence and were accordingly convicted.

Tesco appealed to the High Court. The

Divisional Court of the Queen's Bench Division held that the magistrates were wrong in concluding that the company's defence under s.24(1) failed because the manager could not be "another person" within para (a). But, it was said in order to succeed in that defence the company had also to establish that they had taken all reasonable precautions and exercised all due diligence to avoid the commission of an offence. The Divisional Court held that the company had not established that fact and therefore the defence failed and the conviction by the magistrates was upheld. Leave was given to Tesco to appeal to the House of Lords as a point of law of general importance was involved.

The point of law to be decided was whether a person charged with an offence under s.11(2) in a retail shop owned by him would have a defence under s.24(1) if (a) he instituted an efficient system to avoid the commission of offences under the Act by any person under his control; (b) he reasonably delegated to the manager of the shop the duty of operating the said system in that shop; (c) the manager failed to perform his duty efficiently; (d) the offence charged was committed by reason of such failure; (e) such failure by the said manager was the act or default of another person relied on under s.24(1) (a) of the Act.

The House of Lords held that in such a case outlined above the statutory defence would apply and in the present case Tesco were not guilty of an offence under the Act. The company had proved that the offence was committed by the default of one of their shop managers who was not the alter ego of the company but a mere cog in its organisation, and that all reasonable precautions had been taken to avoid the commission of the offence.

Delegated duty

From this decision it is seen that where it can be proved that an efficient system to avoid the commission of offences has been set up and the duty of operating it has been delegated to a person who fails to perform his duties efficiently, the owner may be able to avail himself of the statutory defence. It was obvious from the evidence in this case that Tesco had such a system.

An owner of a business may use the defence when the default is that of an employee but in the case of offences committed by body corporate, ie, a limited company is proved to have been committed "with the consent and connivance of, or attributable to any neglect on the part of, any director, manager, secretary or other similar officer of the company, or any person who was purporting to act in such capacity, he, as well as the limited company, shall be guilty of that offence and shall be liable to be proceeded against and punished accordingly..." this is the provision of s.20 of the Trade Descriptions Act 1968.

However, in the case of a business where the shop manager is also a director or the superintendent of the company, his default would be the company's and the statutory defence would not apply.

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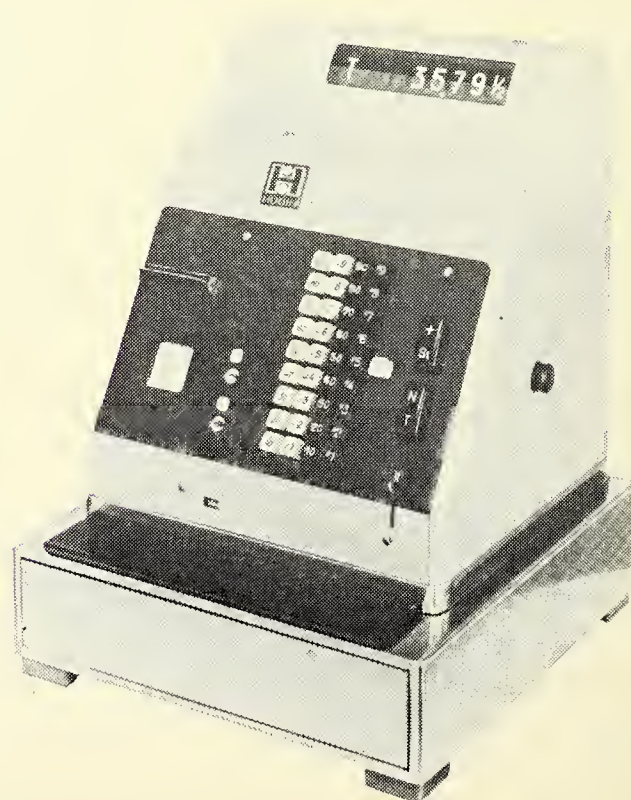
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COMMENT

Deserving of reprimand

After an unusually long (reported) debate, the new Council of the Pharmaceutical Society appears to have agreed to a situation whereby two books of standards for which it is largely responsible will include the same compound tablet under two different names (p 782). The practising pharmacist is unlikely to receive this news with enthusiasm.

It was reported by the chairman of the Science Committee, Mr K. A. Lees, that the Codex Revision Committee had reversed an earlier decision to adopt the title "trim-sulf" for trimethoprim and sulphamethoxazole preparations in the 1971 Supplement to the British Pharmaceutical Codex 1968. The British National Formulary, on the other hand, is retaining the short name.

The Science Committee recommended that the name "trim-sulf" should not be used in the BNF 1971; and that further consideration should be given by the Codex Revision Committee to the suitability of the name "trim-sulf" or some other short title for use in the 1973 Codex.

Mr Allen Aldington, speaking as a representative on the Joint Formulary Committee, pointed out that the BNF was already at galley proof stage. He admitted that the Joint Formulary Committee had had before it the arguments put forward by the Science Committee, but said the advantages to prescribers of a convenient short name were obvious to pharmacists. There was a precedent in that "trisulphonamide" had been adopted as a name some years ago. If the Council decided that "trim-sulf" should not be used, publication of the BNF would be held up.

Dr F. Wrigley declared his own interest — his company markets the combination as Septrin—and raised three points. First, the question of the name was discussed between his organisation and the BP some time ago, and the BP had decided that there would not be any move from it to put a generic name to a mixture. Secondly, there would

possibly be other similar combinations. Thirdly, in international business and in the coining of generic names, the United States Pharmacopeia and the World Health Organisation had always been consulted. The word "trim-sulf" would "not stand a chance" in the United States.

The secretary and registrar, Mr D. F. Lewis, asked whether it would not create a precedent, in that the BNF would for the first time be establishing what purported to be a generic name. Mr Thornton Jones, secretary to the Formulary Committee, replied that the BNF used titles which were not titles in the BP or the BPC. It used shortened titles. In such cases, as in the case of "trim-sulf," the full BP or BPC title was written immediately under a shortened title with the letters BP or BPC appended, so it was clear as to the material referred to.

Mr Lees summed up by saying that the Science Committee did not object to the length of the name, but to the fact that it looked like a trade name. If the manufacturers put the name "trim-sulf" on their packs they would run into difficulties with special packs for the United Kingdom, because without doing their own searches in countries to which they were exporting, they would not dare to use the name "trim-sulf" on the packs. Nevertheless, the Committee's recommendations were not adopted by Council.

To the pharmacist and the prescriber the shorter the name for a drug — or a drug combination — the better, provided that confusion with other names is improbable. But when the names are chosen it is essential that they be standardised — international conflicts are bad enough without inventing our own local ones.

We would suggest that the new Council might have exhibited more leadership if it had metaphorically banged the Committee's heads together and delivered a severe reprimand for not finding some way of reaching an agreed verdict before their publications had reached proof stage.

LETTERS

Pharmacology

It is good to see your correspondent R. Cottingham (June 12, p 750) placing emphasis upon the pharmacist's role as a source of pharmacological knowledge. If others seize the opportunity of electing to receive manufacturers' information on drugs such as is circulated to doctors, then no doubt the volume and up-to-dateness of knowledge concerning drug actions and uses will be improved, and pharmacists will find themselves in a better position to discuss drugs with authority.

Yet this is only a beginning. One essential step for any pharmacist who wishes to acquire and maintain a sound knowledge of modern drugs and preparations, and their current clinical uses and contra-indications is to keep track of the papers published in medical and pharmaceutical journals throughout the world.

This he will only be able to do through the regular reading of abstracts of these papers. The Guild of Public Pharmacists issues such abstracts monthly on cards, and covers all or most of the important journals published, in its service known as "Current Abstracts of Pharmacy and Therapeutics."

This, obviously, cannot be a free service, such as manufacturers provide, but a subscription to it should count as an allowable professional expense for tax purposes, and offers a really superb range of information to which every practising pharmacist should have access if he values his status.

P. Cooper
Hindhead

Commissioned rank

At the Society's Council meeting in February, 1970, a motion was accepted requesting that the Society take steps to ensure that pharmacists, serving as such, should be employed with commissioned rank in the Armed Forces.

Not a single report has been published to show what progress has been achieved.

In a report of proceedings in the House of Commons of June 8 this year it was stated that the Government had appointed Sir Edmund Compton (the recently-retired Ombudsman) to lead an inquiry concerning doctors and nurses in the Armed Forces.

Is not this, therefore, an opportune moment for the Society to press that pharmacists should also be included in an inquiry?

A chain is judged by its weakest link, and certainly, in military terms, our profession is either ignored, or we are regarded as technicians belonging to "other ranks."

In conclusion, I would be grateful if you would allow me the opportunity to thank those members of our Society who supported my candidature in the recent Council election.

D. H. Maddock,
Cardiff

Poser solution

Solution to last week's Poser was: Mist mag trisil with belladonna (10 fl oz). Tabs aluminium hydroxide 24 1 tds.

Chemists' 'own name' products

Plans for representations to be made this month to the Department of Health, concerning licensing provisions under the Medicines Act 1968, were discussed by the Executive Committee of the National Pharmaceutical Union on May 26.

It was decided to place particular emphasis on clarifying the position of chemists' "own name" preparations under the licensing regulations. Additional points concerning interpretation of other provisions would also be raised.

The question of supervision of the sales of goods not included in the General Sale List was discussed, there being doubt whether supervision of the sale itself or of the person making the sale was intended. This matter would also be raised with the Department.

A letter from the Decimal Currency Board seeking the Committee's views on the proposal to end the decimalisation changeover at the end of August, was considered. The Committee agreed that the proposed date was acceptable.

Because of the widely differing circumstances encountered when pharmacies were compulsorily purchased, it was decided that it was impracticable to lay down hard and fast rules for the evaluation of goodwill in these circumstances. It was agreed that this opinion should form the basis of a reply to a letter from the Greater London Council asking the NPU for advice on the subject.

An excellent response to the *Supplement* notice about the benefits of the Inter-firm Comparison Scheme was reported.

Although lack of support—because of local circumstances—for NPU Staff Training Conferences arranged for Bournemouth and Portsmouth had meant cancellation, response to similar conferences at Hove and Guildford had been good, it was reported. The indication was that members in general wanted these meetings to continue for at least a further year. Accordingly, conferences for 1972 were fixed for Scotland, North Wales and the West Country.

As part of the Golden Jubilee year celebrations, the Committee approved a proposal for "Open" days at Mallinson House for parties of NPU members.

Pharmacists and cut prices

In certain instances, retail pharmacists must reduce prices to combat competition from supermarkets and other cut-price merchandisers, said Mr W. M. Darling, president of the Pharmaceutical Society, when he spoke as guest of honour at a recent dinner attended by members of the NPU Executive Committee.

To do this they relied on the help and guidance of the NPU. It was important, however, stressed Mr Darling, that the

image of pharmacy did not become tarnished and that enthusiasm for commercial success in trading activities did not make the pharmacy indistinguishable from the chain-store grocer.

Mr Darling opened his remarks by saying that his meetings so far with Mr K. R. Rutter, the newly-elected chairman of the NPU, were a good omen for the prospects of increasing co-operation between the Council and the Committee. There were already many examples of the two bodies successfully working in close relationship—a particular example being the planned distribution of pharmacies.

He referred to the document on health centres which the Society had recently submitted to the Secretary of State. It was, he believed, a blue-print, the aims of which the Government would find realistic and practical. He knew he was expressing the hope of them all that this document should receive the Government's early attention.

He remained convinced that this common approach from a largely united profession would carry more weight in obtaining the necessary legislation than that from a fragmented profession.

Referring to the Medicines Act, Mr Darling stressed the problem of the probable length of the General Sale List, but a more important problem he felt was the range of products neither on the prescriptions-only list nor on the General Sale List. The size of pharmacy's armamentarium for counter-prescribing, was fundamental to their future. In ensuring that this was an extensive list, he was certain that the pharmacist would have to undertake increased responsibility, even to the extent of making and perhaps recording certain sales himself.

Changes in Poisons List and Rules

New Statutory Instruments change the "poison status" of the following to that indicated, with effect from June 21:

Alkaloids of jaborandi. Exemptions under Schedule 3 to include preparations containing not more than 2 per cent w/w of the sulphate salt of *trans*-pilosine.

Alpha-chloralose removed from Part I and Schedule 4B and included in Part II, Schedule 5A. Sales by listed sellers restricted to preparations containing not more than 4 per cent intended for indoor use in the destruction of rats or mice.

Amphetamines and amphetamine-like substances: Amphetamine, benzphetamine, chlorphentermine, dexamphetamine, fen-camfamin, levamphetamine, mephentermine, methylamphetamine, methylphenidate, pemoline, phendimetrazine, phentermine, pipradrol, and their salts and also the esters and ethers of pipradrol S1 (already P1, S4B).

Cannabinol and its tetrahydro derivatives, prepared wholly or partly by synthesis; their 3-alkyl homologues; esters or ethers P1, S1. An addition made to Rule 18 makes it unlawful to sell or supply these substances except for export to purchasers outside the United Kingdom; or to public analysts or to a person who is in charge of a laboratory used for the pur-

poses of scientific education or research or chemical analysis.

Clomiphene and its salts Part I and S4B (Clomid).

Dimethyl 4-sulphamoylphenyl phosphorothionate, P1.

Diphenoxylate: the entry in Schedule 1 has been amended to "Diphenoxylate; its salts; except preparations containing, per dosage unit, not more than 2.5 mg of diphenoxylate calculated as base and not less than 25 microgrammes of atropine sulphate"; and that in Schedule 4B: to "Diphenoxylate and its salts in preparations containing, per dosage unit, not more than 2.5 mg of diphenoxylate calculated as base and not less than 25 microgrammes of atropine sulphate."

Drazoxolon and its salts PII, S5A (restriction to preparations for use in agriculture or horticulture). Schedules 5B, 7 (paragraph 6), 8 and 15 to the Poisons Rules, and an entry to be made in Group II of Schedule 3 exempting drazoxolon and its salts when in dressings on seeds.

Etafedrine and *N*-diethylaminoethyl-eephedrine and their salts Part I.

Mitobronitol P1, S1, S4A (Myelobromol).

Pimozide P1, S4B (Orap).

Niclofolan Part II, S1, S5B.

Sodium 4-(dimethylamino)benzenediazo-sulphonate, Part II S1, S5A (restriction to preparations for use in agriculture or horticulture) S5B, S7 (paragraph 6) and S8. When in granular preparations. Exempt.

Sodium fluoride tablets containing not more than 0.016 per cent intended to prevent tooth decay by chewing. Exempt.

Strychnine may no longer be sold for the purpose of killing seals.

Suxamethonium and its salts Part I, S4B. (Anectine, Brevidil M, Scoline)

Tofenacin and its salts Part I, S4B.

Entries in Group II of Schedule 3 in respect of the following are deleted: Dinitrocresols (DNOC): their compounds with a metal or a base. Dinosam: its compounds with a metal or a base. Dinoseb: its compounds with a metal or a base. Organo-tin compounds: compounds of fentin. Phosphorus compounds: Amiton, azinphos-ethyl, azinphos-methyl, demeton-0, demeton-S, diethyl 4-methyl-7-coumarinyl phosphorothionate, diethyl *p*-nitrophenyl phosphate, dimefox, ethion, ethyl *p*-nitrophenyl phenylphosphonothionate, mazidox, mecarbain, mevinphos, mipafox, phenkapton, phosphamidon, schradan, sulfotep, TEPP (HETP), triphosphoric pentadimethylamide and vamidothion.

Chlorfenvinphos, disulfoton, parathion, phorate, and thionazin: granular preparations S3 group II. Exempt.

Dichlorvos: preparations in aerosol dispensers containing not more than 1 per cent in materials impregnated with dichlorvos for slow release. Exempt.

Oxydemeton-methyl: aerosol dispensers containing not more than 0.25 per cent in weight. Exempt.

Rule 37 of the Poisons Rules has been amended by deletion of the words "on the premises on which the sales recorded therein were made."

The new SI's are 1971 nos 725 and 726.

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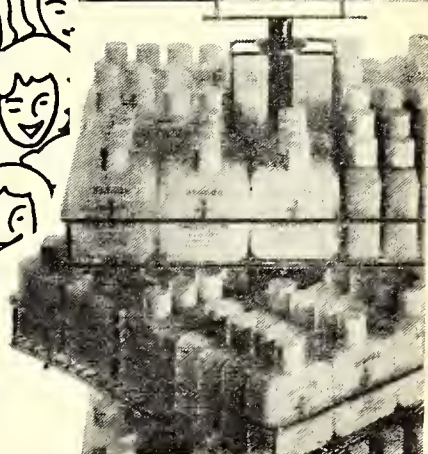
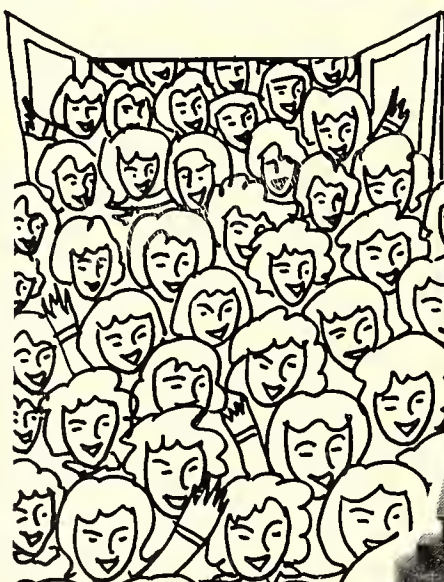
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PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Need for bio-availability data in hospitals

Should the Department of Health be asked to provide hospital pharmacists with information on the biological availability of drugs bought on contract to aid them in making a choice between one brand and another?

That question was debated at the June meeting of the Pharmaceutical Society's Council in the light of a proposal by the hospital practice subcommittee which had discussed the authority given to hospital pharmacists to supply, subject to the approval of the appropriate medical staff committee, one brand of a drug when another of the same drug was prescribed.

The practice was said to have been normal procedure for a considerable time, but was now causing concern in the light of current information about differences in biological availability. The subcommittee had considered that the Department of Health should include biological availability standards in the specification for drugs bought on contract.

The Practice Committee held the view that standards on bio-availability could properly be considered only in the light of more detailed information from the subcommittee. Only if such information were available would it be proper for the Society to approach the Department. It was recommended that the question be referred back.

Professor A. H. Beckett said, however, if the pharmacist was an expert on drugs, the Committee should not need more information. The subcommittee was saying that if detailed information was available on biological availability in relation to different brands then the pharmacist could exercise his professional responsibility. Pharmacists should be drawing to the attention of the authorities the need for information in terms of biological availability of different brands, especially for imported medicines.

Mr A. Roxburgh said that the recommendation was that information should be obtained not only on the purity of drugs bought on contract but also on biological availability. The difficulty was how the Department would provide that information.

Mr K. A. Lees said there was little information on the biological availability of many prescribed medicines. Therefore, the recommendation that the Department should be asked for it would fall to the ground. It would be more practicable to recommend that until equivalence was proved, non-equivalence should be assumed.

Mr J. C. Bloomfield, chairman, Practice Committee, said the subcommittee was being asked to come back with constructive proposals. The recommendation for reference back was adopted.

It was recommended that the Department of Trade and Industry should be informed that the Society had no objections

to the Department's proposals to add a metric weight of 75 g to the range of weights "permitted for use in trade" under the Weights and Measures Act 1963.

The implications for pharmacy of the operation of a doctor's mobile surgery, including a dispensary, which had commenced operations in the west country, were discussed. It was agreed that further information should be obtained.

'Name the duty pharmacist'

The Council concurred with the view of the Practice Committee that members in general practice should be recommended to display an "appropriate, elegant and discreet notice" bearing the words "Pharmacist on duty" and the name of the pharmacist concerned. The notice should be exhibited inside the pharmacy near the counter at which medicines are sold. It was reported that the National Pharmaceutical Union were offering a suitable notice, constructed from plastics, and that Boots Ltd would shortly issue supplies to their pharmacies.

It was agreed that the only designatory letters after the name of the pharmacist should be those specifically relating to registration as a pharmacist, ie "MPS" or "FPS." This would encourage the association of these letters in the minds of members of the public, with the word "pharmacist."

It was also agreed that the name should appear as initials or forename plus surname with the addition of "Mrs" or "Miss," when appropriate.

The display of the notice would be one means of illustrating to the public that in a pharmacy, unlike other places where medicines are sold, a pharmacist is available to assist with any questions raised about medicines.

A reply had been received from Sir Keith Joseph, Secretary of State for Social Services, to a letter sent by the president concerning automatic exemption from prescription charges of women between the ages of 60 and 65. It pointed out that the publicity campaign to draw attention to the various benefits available as a right on the grounds of income had had encouraging results. For prescriptions, for example, the number of weekly claims had increased from an average of about 350 in the weeks before April 1 to around 15,000 at the beginning of May.

Action to be taken following the meetings of the working party between the

medical and pharmaceutical professions to discuss dispensing in rural areas was considered. It was recommended that a meeting should be arranged between representatives of the Council, the NPU and Central NHS Committee to decide what action should now be taken. It was recommended that the president, the chairman of the Practice Committee and Mr A. Howells should represent the Society.

It was recommended that a copy of the document on "Pharmacies in health centre areas" should be sent to each local health authority in England and Wales.

It was noted that the Central NHS Committee had decided to accept, on an interim basis and with reservations, the Department of Health's offer of £6.75 per day (not £6.30 as reported last week) towards the cost of locum expenses of pharmacists who attend approved postgraduate courses.

The unsatisfactory situation surrounding the issue of permits for, and the sale of, strychnine had been considered by the Law Committee. The problem had been given a great deal of publicity, but illegal sales were still made by pharmacists. It was now illegal to use strychnine for killing any animals other than moles, and the Committee considered that even that use should be discontinued. It was recommended that the Poisons Board should be informed of the Council's view that all sales of strychnine should be banned.

The Society's inspectors had expressed dissatisfaction that no records would be required to be kept by persons making supplies of TSA substances in accordance with "directions from a veterinary surgeon" under the Therapeutic Substances (Control of Sale and Supply) Regulations 1971. Those regulations will come into force on September 1. An incidental change which would be brought about under the regulations is that sulphonamide in all forms would be controlled under the Therapeutic Substances Act.

It was reported that a company, Pharmacare Ltd, had, through its solicitors, agreed to change the name under which it proposed to trade to "Supersave Drug Store."

Objections to drug name

The Council rejected the Science Committee's objections to the use of the name "trimulf" to describe mixtures of trimethoprim and sulphamethoxazole in the 1971 edition of the British National Formulary, even though the name has been dropped by the Codex Revision Committee (see Comment, p 779).

Sales of sterile disposable syringes had been considered at some length by the Committee on Drug Dependence. It concluded that pharmacists should not supply addicts with syringes except when prescribed by treatment centres and, in those areas where this was necessary, the pharmacist should supervise any sales of syringes.

'Grant decision made without full information'

Council recalled that at its May meeting a grant of £2,000 per year for the quinquennium 1972-77 was made to the school of pharmacy of the University of London. The secretary and registrar now circulated a document that had been prepared for Council in 1953 when the grant for 1952-57 had been considered.

A list of educational grants made to other schools of pharmacy was also circulated.

Mr J. E. Balmford said he had no intention of attempting to reverse the decision arrived at at the May Council meeting (see *C&D* May 15, p 614). He merely intended to criticise the way in which the decision had been reached. He intended to speak in the country on every possible occasion against the decision that had been made by Council in May to grant the money for five years. The decision had been taken without full and detailed background information which had now, too late, been given.

Mr Balmford drew attention to the list of grants to other schools from which it could be seen that in 10 years there had been only a total of £34,000, an average of £3,400 per annum, spent on the other schools, which did not live up to what had been promised in 1952. He also drew attention to the last paragraph in the 1953 document from which it appeared that the school's council had acted churlishly in reducing the Society's representation on that body to two because the grant had been reduced. Furthermore, would the present school council have attempted to reduce the Society's representation if last month a decision had been taken not to proceed with the grant?

The President pointed out that the question could not be asked of the Society's Council.

Mr Balmford said it had been a rhetorical question. On reflection he had been amazed after last month's meeting that an educational matter, which surely it was, had not first been discussed in the Education Committee. Since his action last month in initiating a debate he had

been contacted by many retail and industrial pharmacists who supported him. But, more disturbing, were the views of some junior lecturers in university who were disgusted at the frittering away of their voluntary membership of the Society. He hoped that in five years' time the matter could come to the Education Committee first, with full information, and not be directed through the backdoor via the Finance and General Purposes Committee. The Secretary and Registrar said that the 1953 document had not been seen since January 1953. Mr D. E. Sparshott said that was not correct, because he had asked for the document five years ago when the matter had been raised previously. He had seen the document before. Mr Balmford also said he had seen it before. The secretary and registrar referred to the reduction in the number of representatives on the school council, and said the entitlement of the Society to have two representatives was contained in the school's charter.

He did not agree that the matter should have gone to the Education Committee. It seemed at the time that it was a financial commitment of long standing, and every time the subject had come up, it had been debated as a financial and not as an education commitment. It seemed difficult to put such a matter to a committee on which there were six co-opted heads of schools of pharmacy and the dean of the school in question.

Professor Beckett was concerned because of the reaction which had been produced in the schools of pharmacy.

Different conclusion

The President pointed out that Council was re-debating a matter which had been decided at the previous Council meeting.

He doubted whether it would have made any difference to the decision arrived at whether the recommendation had come from the Finance and General Purposes Committee or the Education Committee, because a full and frank debate had taken place in the Council before the recommendation of the Finance and General Purposes Committee had been adopted.

Mr Sparshott suggested that if Council had had the details and figures now before it, it would probably have come to a different conclusion.

The President said the views that had been expressed would be taken into account if further consideration were asked for in five years' time.

MARKET NEWS

Prices react to American interest

London, June 16: Reported American interest in items of Chinese origin caused some quickening of interest in the crude drugs market and some items presented a firmer appearance. Increases of 5p to 6p per kilo were noted on Chinese menthol. Cassia lignea advanced some quotations by as much as £75 per ton.

Some supplies of dandelion root became available and quotations eased, but further increases were reported in all ginger prices. Prices of cardamoms eased with reductions ranging from £0.05 to £0.10. Spot quotations for quillaia were reduced but the forward position was unchanged.

Crude drugs

Belladonna: Leaves £0.16 lb spot, £0.15, cif, herb £0.13 spot, £0.12, cif; root £0.09, spot; £0.08½, cif.

Buchu: rounds £1.40 lb spot; shipment £1.37, cif, **Cardamoms:** (Per lb cif) Alleppy greens No. 1, £0.95 prime seeds £1.20.

Cassia: *Lignea* broken nominal, cif; whole £490-£500, cif.

Cherry bark: spot £0.17 lb; £0.16, cif.

Cinnamon: Seychelles bark £255 long ton, cif; Ceylon quills four O's £784; quillings £413.

Dandelion: Root £515 metric ton spot; £490, cif.

Ginger: (long ton) Cochin £370, cif Jamaican nominal; Nigerian peeled £400 spot; split £280, cif.

Ipecacuanha: Matto Grosso £3.20 lb spot; £3.10 cif, Costa Rican £3 spot, £2.95, cif.

Menthol: (kg) Chinese spot £6.75; shipment £6.72, cif, Brazilian spot £5.60; £5.55, cif.

Pepper: (long ton) Sarawak white unquoted spot; £427-£450, cif; black £410; £360, cif.

Quillaia: £300 metric ton spot; £265, cif.

Sarsaparilla: Nominal; £0.40 lb, cif.

Seeds: (long ton) Anise: China star £175, spot; Spanish green £247.50. **Caraway:** Dutch ex wharf £300. **Celery:** Indian £295 spot; £270 forward, cif. **Coriander:** Rumanian split £74 metric ton cif; Moroccan £87 long ton, £87 spot. **Cumin:** Indian £195, cif. **Dill:** Indian £125, cif. **Fennel:** Indian £140, cif. **Fenugreek:** Moroccan £50-£58, cif. **Mustard:** £3.16 spot.

Senega: Canadian spot £1.50 lb; £1.45, cif. New crop.



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Proceedings

PROCEEDINGS UNDER SECTION 23 OF
THE PATENTS ACT, 1949

Notice of Intention to Present a Petition to the Court

IN THE HIGH COURT OF JUSTICE
CHANCERY DIVISION
GROUP 'A'

IN THE MATTER of Letters Patent No. 810,196 dated the 26th day of January 1956 granted to National Research Development Corporation, a British Corporation established by statute whose registered office is now at Kingsgate House, 66-74 Victoria Street, London, S.W.1, in respect of an invention entitled "Cephalosporin C"

AND

IN THE MATTER of the Patents Act 1949
NOTICE IS HEREBY GIVEN that it is the intention of National Research Development Corporation to present a Petition to the High Court of Justice, Chancery Division, praying that the term of the said Letters Patent may be extended.

AND NOTICE IS FURTHER GIVEN that on the 19th day of October 1971 at 10.30 o'clock in the fore noon or so soon thereafter as Counsel may be heard, the said National Research Development Corporation intend to apply to the Court for directions fixing the date of hearing of the Petition and other directions.

Notices of Opposition to the Petition must be lodged not less than 14 days before the date above mentioned at the Chancery Registrar's Office, Royal Courts of Justice, Strand, London, W.C.2. Documents requiring service upon the said National Research Development Corporation pursuant to the Rules of the Supreme Court Order 103 may be served at the offices of the Solicitors of the said Petitioner.

Dated this 27th day of May 1971.

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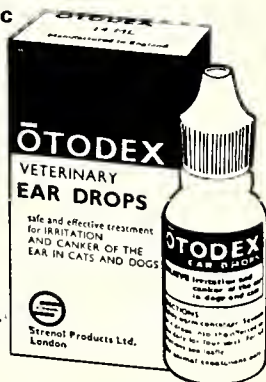
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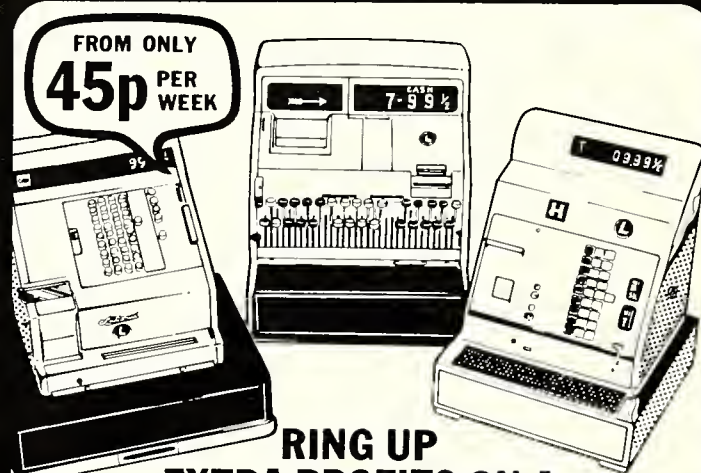
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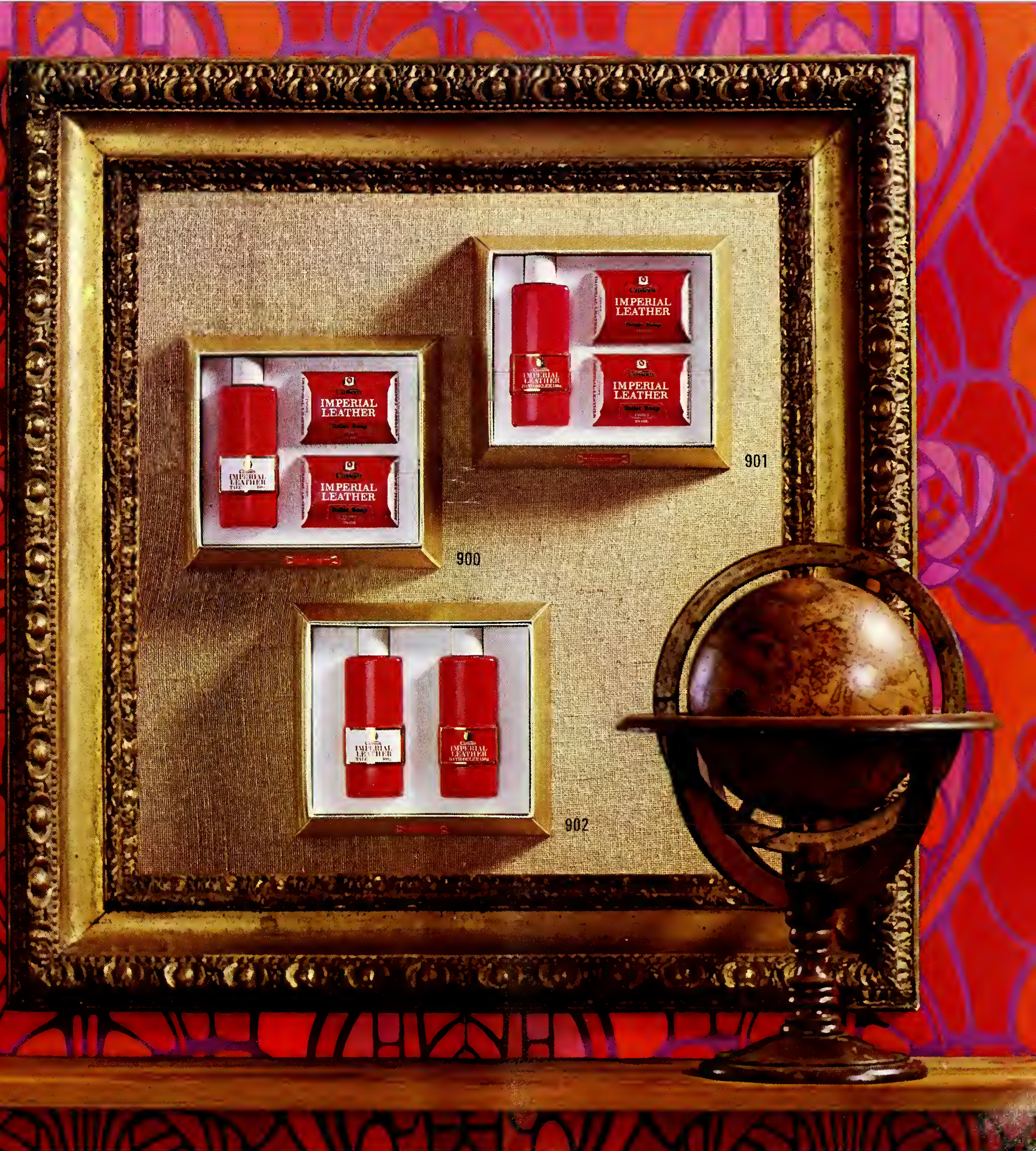
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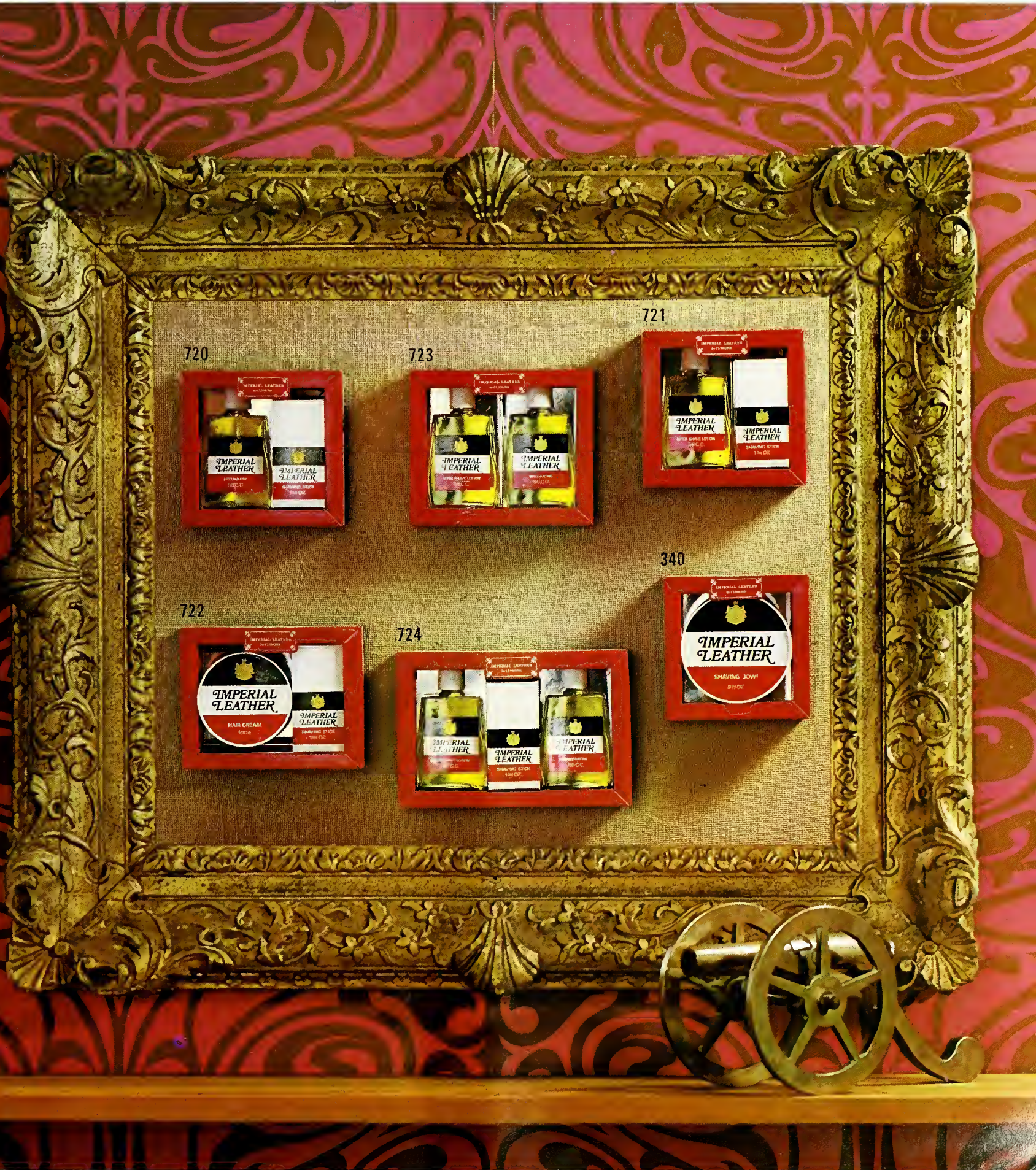
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950 Talcum Powder and 2 Toilet Soaps

951 Talcum Powder and Foam Bath



CUSSONS GIFT SETS AND PRESENTATION PACKS

PRICE LIST 1971

Line No.	Contents	Pack	R.S.P. Each	Tax Per Dozen	Trade Per Dozen
IMPERIAL LEATHER (LADIES)				£	£
900	Talcum Powder and Two Soaps	$\frac{1}{2}$ dozen	45p	1.350	2.858
901	Two Soap and Bath Gelee	$\frac{1}{2}$ dozen	53p	1.298	3.586
902	Talc and Bath Gelee	$\frac{1}{2}$ dozen	68p	1.840	4.212
IMPERIAL LEATHER (MENS)					
711	After Shave Lotion and Shaving Bowl	1 dozen	68p	1.795	4.300
712	After Shave Lotion, Brilliantine and Shaving Cream	1 dozen	73p	2.091	4.459
713	Large After Shave and Shower Talc	$\frac{1}{2}$ dozen	72p	2.268	4.175
780	Motoring — After Shave Lotion, Shaving Stick in case and Key Ring	1 dozen	64p	1.426	4.343
781	Golf — After Shave Lotion, Shaving Stick in case, Two Soap Golf Balls and Two Golf Tees	1 dozen	64p	1.771	4.233
IMPERIAL LEATHER (MENS CARTONS)					
720	Brilliantine and Shaving Stick	1 dozen	35p	1.015	2.146
721	After Shave Lotion and Shaving Stick	1 dozen	35p	1.015	2.146
722	Hair Cream and Shaving Stick	1 dozen	35p	1.015	2.146
723	After Shave Lotion and Brilliantine	1 dozen	45p	1.430	2.634
724	After Shave Lotion, Brilliantine and Shaving Stick	1 dozen	58p	1.730	3.463
340	Shaving Bowl	$\frac{1}{2}$ dozen	45p	1.080	2.983
BLUE HYACINTH					
930	Talcum Powder and Two Soaps	$\frac{1}{2}$ dozen	75p	2.182	4.939
932	Talcum Powder and Foam Bath	$\frac{1}{2}$ dozen	75p	2.076	4.647
933	Talcum Powder and Toilet Water	$\frac{1}{2}$ dozen	75p	2.364	4.354
934	Large Foam Bath and Two Soaps	$\frac{1}{2}$ dozen	£1.00	2.490	6.878
936	Foam Bath and Cologne	$\frac{1}{2}$ dozen	£1.00	2.865	6.099
SANDALWOOD					
950	Talcum Powder and Two Soaps	$\frac{1}{2}$ dozen	75p	2.182	4.939
951	Talcum Powder and Foam Bath	$\frac{1}{2}$ dozen	75p	2.076	4.647
FERN					
970	Talcum Powder and Two Soaps	$\frac{1}{2}$ dozen	75p	2.182	4.939
971	Talcum Powder and Foam Bath	$\frac{1}{2}$ dozen	75p	2.076	4.647
The above Trade Prices are subject to case rate discount.					

Line No.	Contents	Pack	R.S.P. Each	Tax Per Dozen	Trade Per Dozen
APPLE BLOSSOM				£	£
960	Talcum Powder and Two Soaps	$\frac{1}{2}$ dozen	75p	2.182	4.939
962	Talcum Powder and Foam Bath	$\frac{1}{2}$ dozen	75p	2.076	4.647
964	Large Talcum Powder and Two Soaps	$\frac{1}{2}$ dozen	£1.00	2.971	6.391
965	Talcum Powder and Cologne	$\frac{1}{2}$ dozen	£1.00	3.153	5.806
MY FAIR LADY					
940	Soap and Two Cubes	1 dozen	25p	0.720	1.699
941	Soap and Four Cubes	1 dozen	35p	1.035	2.279
942	Two Soaps and Two Cubes	1 dozen	40p	1.125	2.818
943	Talcum Powder, Soap and Three Cubes	1 dozen	45p	1.351	2.860
LILAC MIST					
945	Soap and Two Cubes	1 dozen	25p	0.720	1.699
946	Soap and Four Cubes	1 dozen	35p	1.035	2.279
947	Two Soaps and Two Cubes	1 dozen	40p	1.125	2.818
949	Talcum Powder, Hand Cream and Two Cubes	1 dozen	50p	1.576	2.902
PRESENTATION PACKS					
854	Talcum Powder — 3 each, Apple Blossom, Blue Hyacinth, Fern and Sandalwood	1 dozen	37 $\frac{1}{2}$ p	1.182	2.177
855	Large Talcum Powder — 3 each, Apple Blossom, Blue Hyacinth, Fern and Sandalwood	1 dozen	62 $\frac{1}{2}$ p	1.971	3.629
856	Foam Bath — 6 each, Fern and Blue Hyacinth	1 dozen	37 $\frac{1}{2}$ p	0.894	2.470
857	Large Bath Crystals — 1 Fern, 1 Sandalwood, 2 Apple Blossom and 2 Blue Hyacinth	$\frac{1}{2}$ dozen	52 $\frac{1}{2}$ p	1.655	3.048
859	Cologne — 6 each, Apple Blossom and Blue Hyacinth	1 dozen	62 $\frac{1}{2}$ p	1.971	3.629
RETAIL PARCEL					
	6 x 900 3 x 902 3 x 711 3 x 713 6 x 722				
999A	6 x 724 3 x 940 3 x 941 3 x 942 3 x 943		£34.62	8.400	18.350
999B	3 x 945 3 x 946 3 x 947 3 x 949 3 x 930				
	3 x 950 3 x 960 3 x 962 3 x 970				
The above Trade Prices are subject to case rate discount.					
LEATHER					
980	After Shave Cologne and Shower Talc	$\frac{1}{4}$ dozen	£2.75	7.744	14.258
4444	Shower Talc	$\frac{1}{2}$ dozen	£1.10	3.098	5.704
5050	After Shave Cologne	$\frac{1}{2}$ dozen	£1.65	4.646	8.554
5009	Hair Dressing	$\frac{1}{2}$ dozen	£1.65	4.646	8.554
2069	Soap (3 Tablet Box)	1 dozen	£1.37 $\frac{1}{2}$	1.216	3.358
BADEDAS					
524	Medium Bottle (10 Baths Approx)	$\frac{1}{2}$ dozen	£1.00	2.393	6.608
525	Large Bottle (25 Baths Approx)	$\frac{1}{3}$ dozen	£2.25	5.383	14.867
526	Magnum Bottle (75 Baths Approx)	$\frac{1}{6}$ dozen	£5.50	13.159	36.342

ORDER FORM



Cussons				Customer's Name					
Line No.	Number of cases Ordered	Description	R.S.P. each	Dozens per Case	Line No.	Number of cases Ordered	Description	R.S.P. each	Dozens per Case
BADEDAS					BLUE HYACINTH				
524	Medium Bottle (10 Baths Approx)	£1.00	1 1/2	930	.....	Talc, 2 Soaps	75p	1 1/2
525	Large Bottle (25 Baths Approx)	£2.25	1 1/2	932	.....	Talc, Foam Bath	75p	1 1/2
526	Magnum Bottle (75 Baths Approx)	£5.50	1 1/2	933	.....	Talc, Toilet Water	75p	1 1/2
LEATHER					SANDALWOOD				
980	After Shave Cologne, Shower Talc	£2.75	1 1/2	950	.....	Talc, 2 Soaps	75p	1 1/2
4444	Shower Talc	£1.10	1 1/2	951	.....	Talc, Foam Bath	75p	1 1/2
5050	After Shave Cologne	£1.65	1 1/2	FERN				
5009	Hair Dressing	£1.65	1 1/2	970	.....	Talc, 2 Soaps	75p	1 1/2
2069	Soap (3 Tablet Box)	£1.37 1/2	1	971	.....	Talc, Foam Bath	75p	1 1/2
PARCEL					APPLE BLOSSOM				
999A	Gift Set Parcel	—	—	960	.....	Talc, 2 Soaps	75p	1 1/2
999B				962	.....	Talc, Foam Bath	75p	1 1/2
IMPERIAL LEATHER LADIES SETS					MY FAIR LADY				
900	Talc, 2 Toilet Soaps	45p	1 1/2	940	.....	Soap, 2 Cubes	25p	1
901	2 Toilet Soaps, Bath Gelee	53p	1 1/2	941	.....	Soap, 4 Cubes	35p	1
902	Talc, Bath Gelee	68p	1 1/2	942	.....	2 Soaps, 2 Cubes	40p	1
IMPERIAL LEATHER MENS SETS					LILAC MIST				
711	After Shave, Shaving Bowl	68p	1	943	.....	Talc, Soap, 3 Cubes	45p	1
712	After Shave, Brill, Shaving Cream	73p	1	PRESENTATION PACKS				
713	Large After Shave, Shower Talc	72p	1 1/2	945	.....	Soap, 2 Cubes	25p	1
MOTORING					946	.....	Soap, 4 Cubes	35p	1
780	Shaving Stick, After Shave, Key Ring	64p	1	947	.....	2 Soaps, 2 Cubes	40p	1
GOLF					949	.....	Talc, Hand Cream, 2 Cubes	50p	1
781	Shaving Stick, After Shave, 2 Soap Golf Balls, 2 Tees	64p	1	PRESENTATION PACKS				
MENS CARTONS					854	.....	Talc—3 each—Apple Blossom, Blue Hyacinth, Fern, Sandalwood	37 1/2p	1
720	Shaving Stick, Brilliantine	35p	1	855	.....	Large Talc—3 each—Apple Blossom Blue Hyacinth, Fern, Sandalwood	62 1/2p	1
721	Shaving Stick, After Shave	35p	1	856	.....	Foam Bath—6 each—Fern, Blue Hyacinth	37 1/2p	1
722	Shaving Stick, Hair Cream	35p	1	857	.....	Large Bath Crystals—1 Fern, 1 Sandalwood, 2 Blue Hyacinth,	52 1/2p	1 1/2
723	After Shave, Brilliantine	45p	1	859	.....	2 Apple Blossom Cologne—6 each—Apple Blossom, Blue Hyacinth	62 1/2p	1
724	Shaving Stick, Brill, After Shave	58p	1					
340	Shaving Bowl	45p	1 1/2					

FOLD 1

FOLD 2

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paid by
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FOLD 3 AND TUCK IN

Fern

970 Talcum Powder and 2 Toilet Soaps

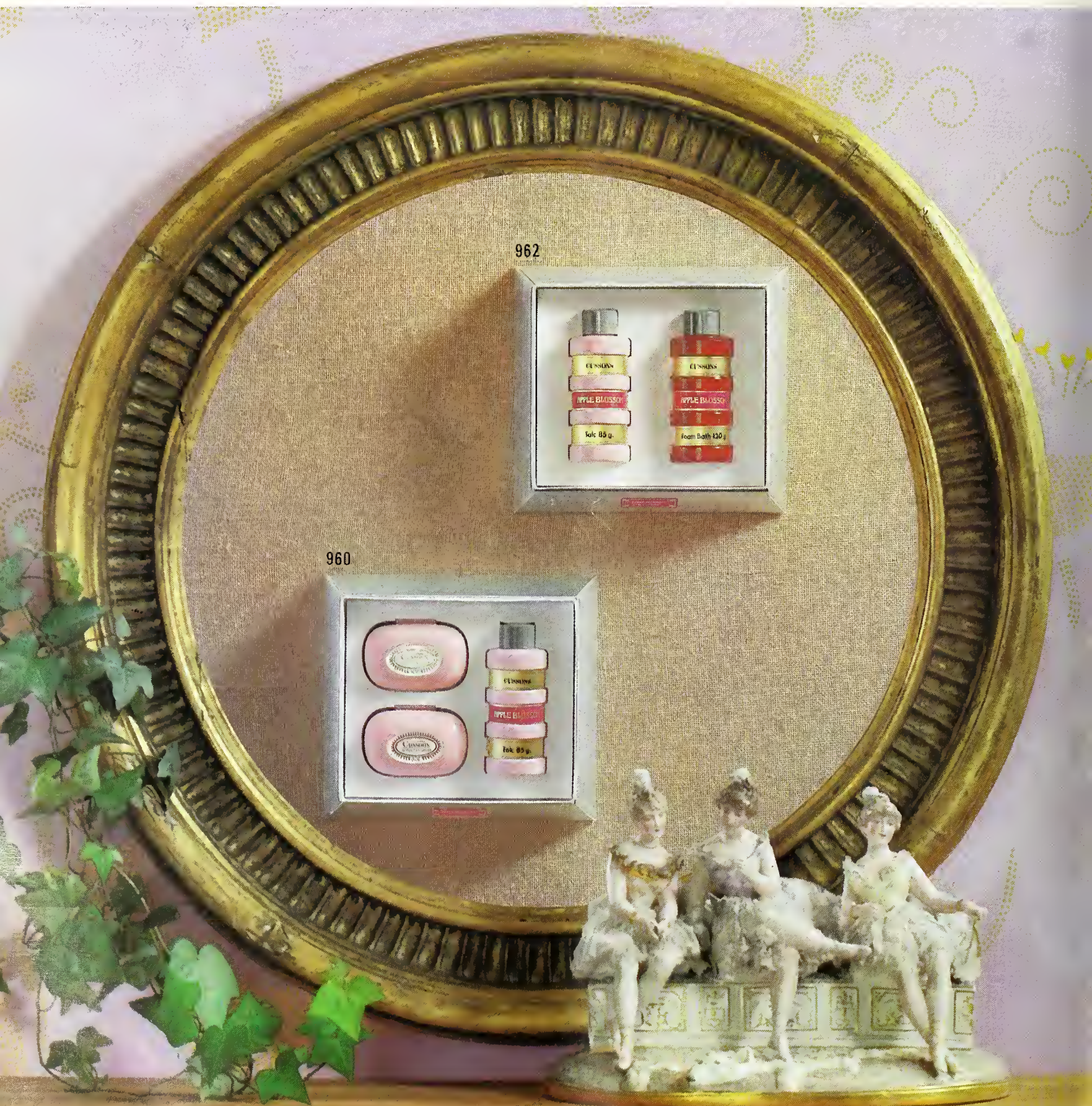
971 Talcum Powder and Foam Bath



APPLE BLOSSOM

960 Talcum Powder and 2 Toilet Soaps

962 Talcum Powder and Foam Bath



APPLE BLOSSOM

964 Large Talcum Powder and 2 Toilet Soaps

965 Talcum Powder and Cologne



My Fair Lady

940 Toilet Soap and 2 Bath Cubes

941 Toilet Soap and 4 Bath Cubes

942 2 Toilet Soaps and 2 Bath Cubes

943 Talcum Powder, Toilet Soap and 3 Bath Cubes



Lilac Mist

- 945 Toilet Soap and 2 Bath Cubes
- 946 Toilet Soap and 4 Bath Cubes
- 947 2 Toilet Soaps and 2 Bath Cubes
- 949 Talcum Powder, Hand Cream and 2 Bath Cubes

Hand screen printed wallpapers from Sanderson Palladio 9 range



PRESENTATION PACKS

- 854** Talcum Powder assorted, 3 each Apple Blossom, Blue Hyacinth, Fern and Sandalwood
855 Large Talcum Powder assorted, 3 each Apple Blossom, Blue Hyacinth, Fern and Sandalwood
856 Foam Bath assorted, 6 each Fern and Blue Hyacinth
857 Large Bath Crystals assorted, 1 Fern, 1 Sandalwood, 2 Apple Blossom and 2 Blue Hyacinth
859 Cologne assorted, 6 each Apple Blossom and Blue Hyacinth



Leather

- 980 After Shave Cologne and Shower Talc
- 4444 Shower Talc
- 5050 After Shave Cologne
- 5009 Hair Dressing
- 2069 Soap



badedas

524 Medium Bottle (10 Baths approx.)

525 Large Bottle (25 Baths approx.)

526 Magnum Bottle (75 Baths approx.)

Each in Christmas Sleeve

